

curriculum vitae

Harald Pankowski

2017 - 06/2024	<p>Executive Board Member responsible for the Market Division of Deutsche Vermögensberatung Bank AG Austria, based in Vienna</p> <p>Significant sales and profit increases (doubling) through consistent realignment of sales department</p>
2010 - 2016	<p>Divisional Board Member for the Central Germany Sales Division of Deutsche Vermögensberatung AG in Frankfurt/Main</p> <p>Leadership of 64 directorates with about 6,500 primary and part-time sales representatives and sales responsibility for more than 200 million euros in commission income annually</p>
2005 - 2009	<p>Executive Board Member of OVB Vermögensberatung AG in Cologne responsible for sales in Germany</p> <p>Leadership of 28 national directorates with about 4,000 primary and part-time sales representatives and sales responsibility for approximately 90 million euros in commission income annually</p>
Other Positions	<p>Regional Manager for the North and East Regions of Gerling Finanz- und Vorsorgemanagement GmbH (subsidiary of the Gerling Group; banking sales)</p> <p>Head of Sales Promotion at AWD</p> <p>Investment specialist at Gerling Group</p> <p>Studied Insurance Business Administration in Cologne</p> <p>Trained as an insurance salesman at the Gerling Group</p>
Miscellaneous	<p>Keynote Speaker on leadership and sales at numerous major events</p> <p>Long-term intensive training in Asian martial arts with very good results at the national and international levels (taekwondo, full-contact karate)</p>