



Executive Units

Development & Controlling
M. Kahlenberg

Management Information Service
P. Beßler

Strategic Partnerships & Projects
Dr. J. Weber

Departments Units

Market Access

A. Bley

Industries

R. Lorenz

Development Cooperation & Public Procurement

K. Hungermann

International Business Law

N. Bauer

Customs

Dr. A. Kampf

Raw Materials

E. Wolf

Market Research

E. von Unger

EU/EFTA

M. Wiekert

CIS/Southeastern Europe

N.N.

Americas

B. Zimniok

**Africa/
Middle East**

D. Vaziri

**African
Business
Network**

J. Unger

East Asia

A. Haug

South & Southeast Asia

A. Westenberger

Investor Consulting

A. Hartig

Chemicals & Healthcare

Dr. M. Schmidt

Digital- & Service Industries

M. Rohr

Energy, Building & Environmental Technologies

T. Grigoleit

Investor Support Services

Dr. M. Wiencke

Mechanical & Electronic Technologies

O. Seiler

Internationalization Promotional Programs

Y. Götze

Initiative "Health – Made in Germany"

A. Lohse

Foreign Market Entry Program

C. Tippelt

Eastern Germany/ Structural Change

S. Poppe

Trend & Innovation Scouting

P. Kövener

Taskforce Transformation

Dr. V. Schüren

Marketing & Communications

F. Stowasser

Strategic Marketing

M. Wiegand

Marketing Operations

T. Sato

Online Marketing

T. von Schaewen

Corporate Communications

A. Bilfinger

Creation & Production

S. Braun

Service & Administration

U. Handtke

Legal Services

M. Becker

Financial Controlling

D. Baumann

Purchasing & Public Procurement

B. Krahn

Human Resources

A. Stüvel

Organization

J. Holmes

Digitalization

M. Würfel

IT

J. Frydrych

Service & Facility Management

O. Hapke