



Sandra Klinkenberg



SANDRA KLINKENBERG •
Advisory Business Economist
Sandra-Klinkenberg.de

Personal Data

Sandra Klinkenberg

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Fields of activity Manager and Executive, Expert,
independent Advisor
- intersectoral, trans-sectoral -

Date of birth July 1975

Profession **Advisory Business Economist**
Liberal-Profession / FREE-PROFESSION

Core competency holistic sustainable economy, business, corporate and organisational development •
STRUCTURE DEVELOPMENT

Expertise - Skills

- Structure development also infrastructures including analysis, risk, control and governance systems
- Target definition and strategy planning, development, integration
- Business, corporate and holistically organisational development, cultural development
- Sustainability, Continuity and Resilience
- Process Management
- Business Intelligence BI
- Corporate Social Responsibility (CSR) and sustainability management – ISO26000/ONR192500
- Quality Management and Business Excellence: Quality (QM) and Total Quality Management (TQM)
- BCM Business Continuity Management – ISO22301 + IRBC, ITSCM IT-Service Continuity Management – ISO 27031 etc. incl. emergency and crisis management
- ISMS Information Security Management System – ISO 270xx, ISO27001, IT-Grundsutz, DIN SPEC 27076, etc.
- Project Management: project leader, PMO, organisation, coordination and management, phase planning, project consolidation, programm und portfolio management, project development, project coaching, teambuilding and development, construction project management, change management
- Category Management; Big Data, AI, etc..; ESM, Enterprise-Service-Management, E2E, C2C, ...
- Proven references in the management of complex projects
- Successful negotiations at national and international level
- Provider and seeker in balanced manner - supporting and demanding with a clear focus
- Cooperative executive and team member, entrepreneurial manager, motivator
- Solution consultancy in complex programs
- Sparring partner and project coach for professionals and executives
- Familiar with international group requirements and structures in management and development, across divisions

Summary of realized projects, chronological listing

07/2020 – dato. Advisory and feasibility analyses incl. solutions and support

2018 – 01/2020 in different themes, industries and areas, like f.e.

- Advisory for Emergency and Crisismanagement, Sustainability, Managementsystems like CSR, BCM, ITSCM, ISMS, Risk & Compliance, Governance etc. in an holistic sustainable approach for economy, business and enterprise organisation

12/2016 – 02/2018 **Advisor and Coach for IRBC – Readiness for Business Continuity**

Connected to BCM, ITSCM, ISMS and RISK, Governance and Organisation etc.

Sector: Finance; Banking & insurance industry

- Content: Solvency II, KRITIS, EZB, MaGo, MaRISK, etc. as well as ISO, BSI, ITIL, ...
- Fokus: 2nd LoD inkl. 1st and 3rd LoD = holistic concept internal/external

01-03/2015 **Advisor and project-related team-member**

- Catalogue of failure data for safety & dependability analysis - project and organizational failure
- incl. a general and generic data set -- Compilation and Author: Sandra Klinkenberg
reference: Astrium EADS – Airbus Defence & Space + Team – France, UK, Netherlands; (Japan)

and many more - more information in f.e. a personal conversation

Studies, training, qualifications and certificates

I am an Advisory Business Economist - a Liberal Profession according to the catalogue of liberal professions in business advisory – ((PhD Level 8 EQR), eq. MBA - Management and Economics)

03/2023	Representative of the Association - BVMW, Bundesverband mittelständische Wirtschaft e.V.
12/2014	ISMB, DGQ Information Security Management Officer, P/ISMB/1402-133 (DGQ - German Society for Quality, Frankfurt am Main)
08/2014	BCM, Business Continuity Management, internal Auditor (4m2s GmbH, Switzerland)
07/2013	Vocation to DQS-UL CFS Auditor – SEDEX
04/2011	EFQM Excellence Validator (EFQM, Brussels, Belgium; ILEP Germany) Model 2011
03/2011	EFQM Excellence Assessor (EFQM, Brussels, Belgium; ILEP Germany) Model 2011
12/2009	EOQ CSR & Sustainability manager, AT10CSR-12; 65265 Corporate Social Responsibility & Sustainability manager, CSR/09/0004 (European Organisation for Quality, Brussels, Belgium; Quality Austria, Linz, Austria)
04/2004	DGQ Quality manager, P/QM/0406-005 (DGQ - German Society for Quality, Frankfurt am Main)
12/2002 - 01/2004	Diploma Interior design / Interior Architecture (ils, Hamburg)
01/1996 - 06/1996	Business Information Technology Certificate (Economic and Social Academy, Bremen)
01/1995 - 06/1995	Certification as trainer for apprenticeship / professional training in industry and trade (Chamber of commerce, Bremen)
1994	Seminar/Training Accountancy, Accounting and Business management, up to state certified accountant (Economic and Social Academy, Bremen)
08/1992 - 01/1995	Dual system - apprenticeship / professional training shortened due to good knowledge and results, Commercial Assistant - investment/capital goods

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Languages

- German: mother tongue
- English: business fluent

- Microsoft Office inclusive Visio and Project
- Lotus Notes
- Mind Manager
- INDART Professional®
- INDITOR

IT

curriculum vitae

04/2023 – dato	BVMW, Bundesverband mittelständische Wirtschaft e.V. (German Association of Small and Medium-Sized Businesses) – independent representative of the Hannover Region
03/2023 – dato	SANDRA KLINKENBERG • Consulting & Development – commercial services
07/2002 – dato	SANDRA KLINKENBERG • Advisory Business Economist; commercial & technical Advisor, Project Coach, Sparringpartner for Specialists and Executives, Interim Manager, etc.
09/2015 – 11/2015	Director Training & Development, EFQM Brüssel (employee)
11/2014 – 03/2015	Consultant, IQ Professionals GmbH and IQ Wirtschaft GmbH Region Hamburg and Hanover – IQ Bremen GmbH (employee)
09/2013 – 10/2014	(IT-)Consultant for management systems, CONTECHNET Ltd., Sehnde (employee) Consulting, training and project coach for emergency and crisis management with INDART Professional®; Area Manager for Qualification and Certification
07/2002 – 08/2013	Entrepreneur / owner – as well as inventor and developer for own products & service Development Adviser and Project Coach, SK . Consulting and Development
08/1992 – 05/2002	Employee in Germany (compact) <ul style="list-style-type: none">• Commercial and technical advisor, sales field employee, conceptual interior architecture and design• Area sales manager for Northern Germany, industry, lighting and illumination technology; Reorganisation of the sales area Content of task: the user-specific drafts for area-design of interior finish, furnishing and equipment inclusive conference- and communication, parts of data- and building equipment.

Clients & Customer: small, medium (SME) and large-sized Companies up to corporate groups, authorities and state-institutions

Branches: Banking, Insurance, Retail, Wholesale, Logistics, Consulting, Services, Lawyers chambers, Industrial, Space, Aerospace, Science and Scientific, Energy & Energy Production, Renewables, Administrations, Insurance, TV stations, Educators, Trade, Food and beverage industry, Construction, Auditing, Accountants and law firms, Hospitals, Clinics and health care, Manufacturing companies, Energy, Engineering, Industrial sites, Cities and Municipalities, Real Estate, Architecture, Healthcare, IT, Marketing & Advertising, Agency, Shipping companies, Educational organisations, University facilities, Catering trade, Automotive, Telecommunication, ICT Services, Finance, Shipbuilding, Defence, Consulting Service, international Services, services for document disposal and destruction, Mechanical Engineering, E-Commerce, Travel & Tourism Industry, Nuclear Power, producing industry, production industry, (General) Consulates & Embassies...