

“The art of aligning your solution with measurable financial impact for your customer is what drives executive sponsorship and ultimately, capital investment.”



WOLFGANG LISTER

With extensive experience and demonstrable results managing large telecommunication organizations, Mr. Lister offers a wealth of senior and international leadership experience in the service provider industry.

During his distinguished career, Mr. Lister held senior leadership positions in Germany and Croatia. As the Chief Operating Officer (COO) of Croatian Telekom, he was responsible for transforming and restructuring the fixed line business from a monopoly organization into a competitive business organization. Responsible for over 9,800 employees and a 700 million € sales budget, he successfully achieved fixed line revenue growth of 8% within a very challenging Croatian economy.

In his position as Senior Executive Vice President at Deutsche Telekom, Mr. Lister merged and reorganized two private and business customer branch offices while successfully achieving over 600 million € in revenue sales amid a hyper-competitive environment of Call-by-Call and Pre-selection providers in the German market. Streamlining the Key Account and Small Medium Enterprise sales and service organization, Mr. Lister's business branch rose to the number 1 ranking branch office in Germany. As Executive Vice President of the strategic business unit management for Multimedia Communication of Deutsche Telekom, he was in charge of developing the multibillion DM business by improving and aligning the traditional television and broadcast business with the new upcoming multimedia services. Also at Deutsche Telekom, Mr. Lister was involved in several key reorganizations and the strategic marketing strategy for the business customer sector.

Earlier in his career Mr. Lister started held senior positions in various capacities and in 1990 was named the youngest German representative of the Federal Ministry of Post and Telekommunikation in various NATO-Committees in Brussels, Belgium.

INDUSTRY EXPERTISE

Service Provider, Technology

CORPORATE BACKGROUND

COO and Management Board Member, Croatian Telekom; Senior Executive Vice President Customer Branch Office, Deutsche Telekom; Executive Vice President of Multimedia Communication, Deutsche Telekom; Customer Management in the Central BU for Business Customers, Deutsche Telekom; Managing Director, Multimedia-Systems and Applications Ltd.

EDUCATION

Executive MBA, Graduate School of Business Administration of Zurich; Electrical energy generation and supply, University of Cologne

LANGUAGES

German, English

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