



Willi Berchtold

Executive Vice President
of ZF Friedrichshafen AG

Finance, Controlling and Information Technology

Willi Berchtold

- August 14, 1950 born in the city of Singen / Baden-Wuerttemberg
- Technical apprenticeship, EDP vocational training
 Studies: Business Economics (graduate Bachelor of
 Business Administration / UAS)
 Studies: Business Informatics (graduate Economist)
- 1978 Sales assistant at IBM Deutschland GmbH, Stuttgart (Germany)
- 1979 Sales representative for production companies of
 IBM Deutschland GmbH, Villingen (Germany)
- 1984 Sales Manager at IBM Deutschland GmbH, Stuttgart (Germany)
- 1987 Branch Manager at IBM Deutschland GmbH, Würzburg (Germany)
- 1990 IBM Europe, Paris (France)
- 1992 Assistant Regional Manager for Region North of IBM Deutschland GmbH,
 Hamburg (Germany)
- 1993 Sectional Manager for Software and Services of
 IBM Deutschland GmbH, Stuttgart / power of procuration (Germany)
- 1994 General Manager, Head of Global Services of
 IBM Deutschland GmbH (Germany)
- 1995 Managing Director of IBM Deutschland GmbH, (Germany)
- 1997 additional: GM Global SVC Central Region
- October 1998 Chairman of the Board of Management
 of Giesecke & Devrient GmbH, Munich (Germany)
 Chairman of the Supervisor Board of Secunet AG
- April 2005 Executive Vice President of ZF Friedrichshafen AG
 Finance, Controlling and Information Technology

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Externe Mandate: Member of the Board of Directors
Software AG
Lufthansa Systems Group
Bundesdruckerei (chairman)

Verbandstätigkeit:

1996-1999	President of BVB (Federal association of information economy)
1999	Initiator of the foundation of BITKOM (Federal association of information economy, telecommunication and new media)
1999-2003	since foundation Vice President of BITKOM
2003-2007	Executive President of BITKOM
2004-2007	Vice President of BDI (Federal association of the German Industry)
2007-today	Member of the Board of BITKOM
2007-2009	Member of the Industry-Science Research Alliance of BMBF (Ministry for education and research)