



Germany Trade & Invest | Friedrichstraße 60 | D-10117 Berlin

May 21, 2015, 11:00 A.M. – 12:00 P.M. EDT (5:00 P.M. – 6:00 P.M. CEST)

Healthcare Webinar: The German Consumer Healthcare (OTC) Market

Speaker



Theresa Kretschmer

Senior Manager Key Accounts | Central Europe | *IMS Health GmbH & Co. OHG*

Curriculum Vitae

Theresa Kretschmer is responsible for IMS Consumer Health's big and mid-sized OTC clients, covering Germany, Switzerland, US and further countries in Central Europe. In her role she is negotiating framework agreements, global and regional contracts as well as selling information services, technology and consulting projects to global functions.

With over 10 years' experience in the healthcare industry, Theresa has held both local and international (European and global) sales and service functions. Joining IMS in 2004, Theresa started her career in the local client service team in Germany and London (EMEA office) as Client Service Manager, before she joined the local IMS sales team in Germany. In this time Theresa has successfully contributed to the development of IMS' Consumer Health's business by achieving highest revenue growth and client satisfaction, finally could grow headquarter new business substantially in her current position.

Theresa holds a Diploma in Business Administration from the University of Applied Sciences in Dresden, Germany, and studied Management and Organization in Sweden. Before joining IMS, Theresa gained first experience with Daimler Chrysler Services and BMW Group.

Sitz der Gesellschaft
Corporate Headquarters
Berlin

Amtsgericht
Registered at Local District Court
Charlottenburg

Handelsregisternummer
Registration Number
HRB 107541 B

Geschäftsführung
Executive Board
Dr. Benno Bunse
Erster Geschäftsführer
Chairman/CEO
Dr. Jürgen Friedrich
Geschäftsführer
CEO

Steuernummer
Tax Number
37/234/21352

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Chairman of the
Supervisory Board
Stefan Kapferer
Staatssekretär
State Secretary
Bundesministerium für
Wirtschaft und Energie
Federal Ministry for Economic
Affairs and Energy

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