

CURRICULUM VITAE

Dr. CLAUS-DIETER KROGGEL

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WORK EXPERIENCE

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| 1993-1994 | Coordinator of international relations (expert for human relations) in Japan
Concepts for internationalization and collaboration, conveyance of the German language and culture, location marketing for the prefecture of Kyoto |
| 1995-1996 | Dissertation in economics and social studies at the Friedrich-Alexander-University in Erlangen-Nürnberg |
| 1997-1998 | Study director of pharmaceutical market research
Segmentation of target markets for pharmaceutical innovations |
| 1999-2001 | Project manager Life Sciences for the Society of Business Development
Location marketing for the acquisition of national and international companies in Mecklenburg- West Pomerania |

Innovation Management and Strategic Marketing:

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| Since 2001 | Head of the Central Office of the Fraunhofer Group for Life Sciences

- Development of complementary fields of business and technology in close cooperation with executives of the institutes and national and international marketing of these fields
- International representation in Europe and in the target countries USA, East Asia (Japan, Hong Kong), and Australia as well as Israel
- Training of executives in intercultural communication to optimize customer relationship management (CRM)
- Systematic planning of innovation workshops on consolidation and economically successful marketing of research and development services in the Group for Life Sciences, latest example: infection biology
- Business intelligence: data analyses and suggestions of target markets for life sciences for the international strategies -
Management innovation: operating in lateral and transnational information networks, e.g. preparation of ICON with QIMR Brisbane and participation in dialogues on human health between traditional Chinese medicine culture and Western medicine in Bologna under the mediation of Romano Prodi |
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- Close collaboration with industrial associations and business development agencies
- Support in establishing the Fraunhofer-network "Sustainability"
- Initiation, bringing together executives, and support in implementing interdisciplinary projects for the Fraunhofer Future Foundation
- Automation of skin test system production
- Biomarker generation for endemic diseases
- Support in the development of the Ribolution marketing strategy
- Business enhancing cooperation with the State Chancellery of Lower Saxony, e.g. consultation of and participation in a delegation to Japan
- Member of the scientific board of advisors for the Nobel Prize exhibition "Discoveries 2011: Health" in Lindau on the island of Mainau under the direction of Countess Bernadotte
- Trinational peace projects Israel, Palestine, Germany involving gender aspects
- Preliminary research projects to connect food and medical research

FORMAL EDUCATION

Study of economics and social sciences at the Friedrich-Alexander-University in Erlangen-Nürnberg, final degree PhD in economics and social sciences

PERSONAL DATA

Born June 10, 1961 in Nürnberg
 Married since July 29, 1981

LANGUAGES

German, English, Japanese