**Die größten Projekte:**

| **Abschluß** | **Kunde** | **Projektname** | **Volumen**  **[k Euro / $]** | **Software [%]**  **Consultg [%]** | **Eigene Rolle** |
| --- | --- | --- | --- | --- | --- |
| z.B:  03/2002 | z.B.:  Deutsche Bank | z.B.:  Netzwerk Infrastruktur Privatkunden | z.B.:  Euro 2,4 mio | SW: 65%  Cons. 35% | Verhandlungsführer als Key Account Manager |
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**Jährliche Zielerreichung:**

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| **GJ - Ende** | **Quote** | **erreicht** | **%** | **OTE (Ziel-gehalt p.a.)** | **Anmerkungen** |
| z.B.  03 / 2004 | z.B.  Euro 2,40 mio | z.B.  Euro 2,80 mio | 116 % | Euro 80k | Champions Club Teilnahme |
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**Persönliches Netzwerk:**

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| **Firma** | **Level / Titel** | **Name** | **Anmerkungen** |
| z.B.:  Bahn AG | z.B.:  CIO Güterverkehr | z.B.:  Dr. Hans Hansen | z.B.:  Entscheider bei Vertrags-verhandlungen im März 2002 |
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