**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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