



## Manager Profile

taskforce

### Andreas Rückmann, Master of Engineering

*Roles: Managing Director / CEO / Interim CIO / Transformation*

#### Contact

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#### Qualifications

- Master of Engineering in Mechanical Engineering
- Over 20 years of executive leadership experience in IT, software, B2B sales, and digital transformation
- Profile closely aligned with executive management/CEO: P&L, strategy, transformation, growth
- Leadership experience as an officer in the German Armed Forces

#### Languages

|         |             |
|---------|-------------|
| German  | <div></div> |
| English | <div></div> |

#### Key Areas of Expertise

- Interim leadership as CEO, CIO, program manager, or strategic sparring partner
- Comprehensive business management: strategy, prioritization, P&L/revenue responsibility, cash flow and risk assessment
- Management of complex IT, ERP/SAP, cloud, workplace, managed service, and IT outsourcing programs
- Development of scalable go-to-market models, partner structures, pipeline/forecast mechanisms, and performance cadences
- Organization & Leadership: Building, coaching, and managing high-performing teams in matrix and line structures
- Commercial Excellence: Complex deals, tenders, contract renewals, governance, and decision-making documents
- Stakeholder Management: Executive management, banks, customers, partners, pre-sales, delivery, development, and marketing

#### Industry Experience

IT Services, Software, Telecommunications, Public Sector, Manufacturing, Healthcare, Chemicals/Pharmaceuticals, Automotive, Mid-Market, and Enterprise

Technologies: ERP/SAP, Cloud, Workplace Transformation, Managed Services, IT Outsourcing, ECM/DMS, HIS, Connectivity, and Software Development

Operating Models: Sales Operating Model, IT Operating Model, Partner Governance, Bid/Proposal Management, and Delivery and Implementation Partner Management

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### Collaboration with PE Investors

Private equity / venture capital,  
shareholders, advisory boards,  
banks, management teams, as well  
as medium-sized and international  
corporate groups

### Selected Projects:

- |                     |                                                                                                                                                                                                               |
|---------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>169 Mio. EUR</b> | <b>IT Outsourcing Program:</b> Contract with a global client in the optics and glass technology industry; rollout across 50 countries, involving over 30 production sites and approximately 25 R&D locations. |
| <b>120 Mio. USD</b> | <b>Workplace Transformation:</b> Hardware and Service Program for a German Company in the Chemical and Pharmaceutical Industries.                                                                             |
| <b>65 Mio. EUR</b>  | <b>SAP R/3 &amp; ECM/DMS:</b> Implementation and training contract with audit-compliant storage, archiving, and workflow support.                                                                             |
| <b>42 Mio. USD</b>  | <b>IMAC Transition:</b> A transformation project for a global healthcare company.                                                                                                                             |

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### Selected Career Highlights:

- |               |                                                                                                                       |
|---------------|-----------------------------------------------------------------------------------------------------------------------|
| Since 12/2024 | Managing Director / Interim Managing Partner & Strategic Consultant RITEC Partners / B2B and IT-related organizations |
| 06/21 – 11/24 | Director of Sales & Partner Management (DACH & NL) Getronics Germany GmbH, Berlin                                     |
| 02/16 – 06/20 | Director of Sales, Mid-Market Germany Dell Technologies Inc., Halle (Saale)                                           |
| 08/11 – 01/16 | Senior Proposal Manager Dell Technologies Inc.                                                                        |
| 08/08 – 07/11 | Head of Proposal Competence Center Siemens AG, Munich                                                                 |
| 08/90 – 03/03 | Officer German Armed Forces, Germany                                                                                  |