

Christian Froessler new managing director at JLink - new service of matchmaking established

Former Vice President sales for corporate customers at Telekom Deutschland GmbH is responsible for the new matchmaking division.

As one of the leading providers for expert placement in the field of IT & outsourcing, consulting and SAP as well as Executive Search, JLink is expanding its portfolio of services with matchmaking.

Using contacts to companies professionally and bringing companies into conversation with one another - that is matchmaking, the new business area at JLink connecting experts, the expert mediation for IT, consulting, SAP and executive search. The new offer will be set up by Christian Froessler, former Vice President of sales corporate customers of Telekom Deutschland, who is moving to JLink as Managing Director. In addition to the development of the new area, Froessler will also support founder and managing director Christoph Joeckel in all areas of the company. The aim at JLink is to professionalize the field of matchmaking - the provision of relevant company contacts - in addition to the placement of freelancers and external experts as well as executive search. With the new branch of the company, JLink is making use of Froessler's extensive network and will also be able to provide its customers with suitable company contacts in the future.

"With Christian Froessler we were able to win a top executive for our team. He brings an extensive IT expertise that helps us to find the best freelancers or experts for our customers even faster. In addition, thanks to his many years of experience in management positions, he knows exactly the complexity and requirements of business processes from an IT and SAP perspective. This and his extensive network are the ideal prerequisites for our new matchmaking business" says Christoph Joeckel, founder and managing director of JLink connecting experts GmbH. He and Froessler have been working together on various projects for over 10 years.

Matchmaking: Know-how from brokering company contacts

In the new matchmaking business area, JLink plans to use the know-how from many years of expert and freelance placement as well as executive search for networking between companies. "In my experience, especially when it comes to IT projects, many companies do not know exactly who to address as a service provider, consultant or partner - after all, there is hardly a field in which so much development is possible every year", explains Christian Froessler. JLink wants to fill this gap in the new matchmaking division and bring companies together in a targeted manner. "It will be an exciting time full of new tasks. I'm looking forward to working with Christoph Joeckel and his team to bring JLink even further forward and to establish the topic of matchmaking professionally," adds Froessler.

Christian Froessler - expert for IT, outsourcing, SAP and matchmaking

In addition to his network and extensive knowledge of the digitization of business processes, Christian Froessler brings a lot of experience and insights from his previous professional positions to JLink:

At Procter & Gambler, the 41-year-old was responsible, among other things, as a SAP project manager for SAP implementation in the EMEA region.

At Hewlett Packard, as SAP program manager, he was responsible for the implementation in Western Europe for the consolidation of heterogeneous SAP system landscapes and the establishment of a nearshore SAP delivery center in Bratislava.

As a senior manager at Logica (now CGI), he was responsible for the strategic and operational management of the SAP area. In addition, he was responsible for the turnaround management of deficit departments as well as the structure and personnel development. He was able to prove his leadership skills at Wincor Nixdorf as Director SAP & Business Intelligence DACH.

Most recently, Froessler was Vice President sales corporate customers at Telekom Deutschland, responsible for business and large customer sales. Active maintenance of contacts for 80 key accounts at CxO / owner level were just as much a part of his tasks as selling the entire service and product portfolio (IT, SAP, Teradata IoT, mobile and fixed network) as well as strategy and business development in cooperation with SAP.

Through these varied positions with a clear IT and SAP focus, he has built up a large network over many years, which he can now use as managing director of JLink connecting experts GmbH, especially for the expansion of the new business branch matchmaking.

#### About JLink connecting experts GmbH

JLink connecting experts GmbH has been active in recruitment since 2010 and has become one of the leading providers of expert matching in the areas of IT, consulting and SAP as well as executive search. Always with the aim of bringing together what belongs together: experts with experts. JLink acts as an intermediary between the company and independent consultants or candidates who are willing to change. A fast response time to inquiries as well as the careful selection of suitable candidates are in the foreground. This is the only way for experts to find precisely the experts (specialists) who are still missing in their team. Whether in the field of service contracts, work contracts, classic candidate placement in permanent employment or temporary employment - JLink always supports companies in finding candidates with the highest level of process and planning security. Since September 1, 2020, Christian Froessler has been working for JLink connecting experts GmbH as an additional managing director. Together with the founder Christoph Joeckel, he is establishing the matchmaking area.