

## GBTEC Strengthens Leadership Team with New CFO and Head of Sales DACH

**GBTEC is pleased to welcome Dieter Klaus as CFO and Philipp Lahmé as Head of Sales for DACH. With the addition of these two talents, the company is focusing on sustainable financial optimization and a dynamic, customer-driven sales strategy to accelerate its international growth.**

**Bochum, Germany, December 11, 2024** – GBTEC, a leading SaaS provider in AI-driven business transformation, has added two new key positions to its management team as of December 1, 2024. As members of the extended Board, the new Chief Financial Officer (CFO) and Head of Sales DACH will play a vital role in accelerating the company's growth and expanding GBTEC's global presence.

### CFO focusing on sustainable financial structures

CFO Dieter Klaus has extensive experience in the area controlling, treasury, risk management and accounting. As a former auditor and head of finance in an international IT company, he will support GBTEC in aligning its financial processes for the rapidly growing market. With a strong track record in implementing modern tools and integrating finance teams, he places particular emphasis on a scalable system landscape.

“To me, it is crucial to motivate a finance team through transparency, communication, and personal responsibility. Together, we will continue to develop the system landscape and ensure that the financial processes are globally efficient and future-oriented,” Klaus explains.

### Head of Sales DACH emphasizes customer centricity and platform innovation

With the appointment of Philipp Lahmé, a long-standing sales expert is joining GBTEC's management team. Looking back on more than 18 years of experience in strategic software sales and proven success in highly competitive markets, he will support GBTEC in achieving its ambitious business goals. Lahmé will focus on the further development of the go-to-market approach and the strategic expansion of existing and new customer business. He also aims to expand the international

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partner eco-system and establish a scalable sales structure with a standardized tool chain to support international growth.

“I am convinced that the investments in marketing and sales will continue to drive our growth. GBTEC's AI-powered Business Transformation Platform for BPM, EAM, Execution, GRC and Analytics has immense potential and appeal. Together with my team, we will strategically support our customers in their comprehensive business transformations. In doing so, we will set new standards for the success of our customers as well as GBTEC - together, passionately, creatively, scalably, and with a lot of joy,” Lahmé says.

## Heading for success with the expanded GBTEC team

Both managers express their anticipation of setting new impulses together with the dedicated and entrepreneurial teams at GBTEC. “We are convinced of the company's innovative strength and look forward to the challenges ahead,” they both say in agreement. In their view, the seamless combination of BPM, EAM, Execution, GRC and Analytics in one platform, combined with the international growth ambitions, positions GBTEC as a truly visionary company.

Gregor Greinke, founder and CEO of GBTEC, also expressed his excitement about the new additions: “With Dieter Klaus and Philipp Lahmé, we are gaining two outstanding talents who will help us make decisive progress with their experience and passion. Together, we will drive our internationalization forward and achieve our ambitious growth targets.”

## About GBTEC Group

GBTEC is a leading provider of SaaS software in the fields of Business Process Management (BPM), Enterprise Architecture Management (EAM), Digital Process Automation (DPA), and Governance, Risk, and Compliance (GRC). The extensive product portfolio of GBTEC includes Business Process Design & Modeling, Process Execution, Process Mining, as well as Governance, Risk, and Compliance (GRC). The company is known for its modern and user-friendly products, which are based on no-code and low-code technologies and a state-of-the-art product platform. Customers also benefit from competent customer support and comprehensive training offerings. The products of GBTEC are used by companies of all sizes, from SMEs to Fortune 500 companies, as well as by public institutions. The company is headquartered in Bochum and employs around 300 employees at locations in the

# Official Press Release

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DACH region, Spain, Australia, the UK and the USA. For more information see

<https://www.gbtec.com/>.

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