



Sabine Hipp

Member of the Executive Committee, Head of
Sales & Marketing, Hensoldt

Panel B4

**European Naval Cooperation – how to shape
European Navies for tomorrow?**

Wednesday, 28th November 2018, 11:45 – 13:15h

Sabine K. Hipp has a broad experience of more than 30 years in the business of Defence and Security in various positions and functions.

She took over her current position in March 2015 as Head of Sales and Marketing for Hensoldt, a leading provider for Radar, Electronics Warfare, Mission Avionics and Optronics products. She joined the company, today's Hensoldt Holding Germany GmbH, in 1985 as a radar software and later system engineer and worked also as a company technical representative in California, USA.

After several project management assignments within international programs she took over marketing and sales responsibilities and held several senior management and executive leadership positions in Sales from 1996 until 2007, working nationally as well as with customers

worldwide and managing successfully cross-national and cross-functional teams.

From 2007 until 2014 she held the position as Vice President of the Electronics Warfare business and later of the Avionics business serving the global market with the well-positioned product portfolio before returning to the Sales challenge.