



Marco Richter

歐盟商業併購案專利分析顧問

德國 PatentSight 公司·顧問暨客戶成功事業群 總監

Head of Consulting & Customer Success

PATENTSIGHT GmbH, Germany

Marco is the Head of Consulting & Customer Success at PatentSight and joined the company already in 2010 as employee number one. Marco has a strong consulting background in patent analytics, providing insights in dozens of projects to Fortune 500 and DAX companies. As a strategic consultant he has guided the transition of many patent departments to turn from an administrative patent function into an internal consulting unit. With PatentSight' s deep understanding of customer needs and challenges, he empowers his team to transfer this knowledge into our global customer community. "PatentSight Customer Success goes a great distance to understand our business and our pain points. Their support is outstanding and they really help us generating value" – quote from a recent customer survey that summarizes the work of PatentSight' s Consulting & Customer Success team.

Marco 是 2010 年加入 PatentSight 公司的第一名員工，現任顧問暨客戶成功事業群總監。Marco 在專利分析領域有深厚的專業諮詢背景，除了為 Fortune 500 德國 DAX 上市公司提供專利分析與策略建議服務，也任歐盟商業併購案專利分析顧問，協助 Dow & Dupont 案與 Bayer & Monsanto 案的專利分析。他曾經指導許多國際知名大廠的專利部門轉型，成功由單純的行政單位轉行為內部策略諮詢單位。憑藉 PatentSight 對客戶需求與挑戰的深入了解，他帶領團隊為全球客戶提供卓越服務。「PatentSight 顧問暨客戶成功團隊在了解我們的業務與需求方面遙遙領先。他們的服務非常出色，在創造價值方面真的帶給我們極大的幫助。」——這是最近在一項客戶服務調查中獲得的客戶回饋，呼應了 Marco 所帶領的團隊在各方面的傑出表現。