

Wolf-Niklas Eckhoff

SOLUTION ARCHITECT & CONSULTANT

CONTACT

✉ info@weckhoff.dev

☎ +49 160 802 1541

📍 Cologne, Germany

in [linkedin.com/in/wolf-niklas-eckhoff](https://www.linkedin.com/in/wolf-niklas-eckhoff)

LANGUAGES

German — Native

English — Fluent

Dutch — Basic

SKILLS

LMS LXP DAP TMP

HCM Presales

Project Management Statistics

HTML / CSS Excel PowerPoint

SOFT SKILLS

Communication Presentation

Stakeholder Mgmt Critical Thinking

AWARD

Speaker of the Year

Maastricht University — Neuroscience research on the impact of music on brain function

INTERESTS

Scuba Diving · Skiing · Technology · Travel · Swimming

Experienced Solution Consultant specialised in Human Capital Management and Organisational Development. 7+ years of success in enhancing operations and delivering value through strategic consultancy and technical solutions.

WORK EXPERIENCE

Solution Consultant

Jan 2023 — Present

Cornerstone

- ▶ Managed the full technical sales cycle — from requirement gathering to solution delivery
- ▶ Provided tailored HCM consultancy, improving client business processes and operational efficiency
- ▶ Cultivated strong partnerships with sales and product teams to drive customer success

Solution Architect

May 2020 — Dec 2023

Sumtotal

- ▶ Deepened market penetration and increased revenue through digital adoption platforms and immersive training
- ▶ Developed comprehensive business value assessments and ROI analyses for strategic client relationships

Learning Technical Consultant / Presales

Sep 2017 — Mar 2020

Crossknowledge

- ▶ Designed and delivered strategic solutions in pre-sales stages
- ▶ Presented at industry fairs and client events through live demonstrations
- ▶ Developed tailored learning solutions to improve client engagement
- ▶ Supported onboarding and mentoring of new consultants

Social Care Worker

Sep 2010 — May 2013

Camphill, Northern Ireland

- ▶ Led farm, garden and estate management workshops (5–10 participants)
- ▶ Managed a residential care facility for four special needs residents
- ▶ Completed apprenticeship as social care worker

EDUCATION

Master — Management of Learning

2016 — 2017

Maastricht University

- ▶ Focus: Organisational Change & Consultancy
- ▶ Consultancy project at Orange Belgium (Brussels): Measuring ROI of Learning
- ▶ Master thesis at Learning Miles (Helsinki): App-based leadership development

Bachelor — Psychology and Neuroscience

2013 — 2016

Maastricht University

- ▶ Inferential statistics and data analysis
- ▶ Neuroscience research — awarded "Speaker of the Year"
- ▶ Tutoring small student groups