

Curriculum Vitae

Personal Information

Birthday / -place August 2, 1984 in Geburtsort
Nationality German
Marital Status single

Personal Profile

Experienced Sales Manager. Highly motivated, creative and adaptive with high sense of responsibility. Goal oriented team player with great communication skills. Offering strong leading skills as well as very good analytical skills. At Beispiel GmbH, cut costs by 13% in 6 months by implementing Lean training.

Expertise & Experience

- ▶ Customer Care
- ▶ Relationship Building
- ▶ Presentation & Proposals
- ▶ Sales Team Supervision
- ▶ Marketing Strategies
- ▶ Negotiation Management
- ▶ Project Management
- ▶ Lead Qualifications
- ▶ New Product Launch

Work Experience

since 02.2019 Beispielunternehmen, Beispielstadt
Head of the Sales Team

- ▶ Responsibility for 4 team leaders and a total of 35 employees
- ▶ Conceptualizing, setting up, launching and monitoring of strategic sales campaigns
- ▶ Developing marketing plans
- ▶ Negotiating costs and placement with customers
- ▶ Customer service

11.2007 - 12.2009 Musterfirma, Musterstadt
Sales Manager

- ▶ Establishing cost-efficient and customer-friendly sales solutions
- ▶ Conceptualizing and launching of a mobile application to the market
- ▶ Coordinating and managing projects as subject leader
- ▶ Preparing project concepts

Internships

02.2014 – 05.2014 Exampleunternehmen, ZumBeispiel Stadt
Sales and Marketing Intern

- ▶ Managing existing customers in responding to their requests, developing and maintaining the network
- ▶ Assisting in acquiring new customers by analysing possible future customers
- ▶ Provide assistance with event planning to increase product awareness

- 06.2012 – 10.2012 ZumBeispiel Unternehmen, Examplestadt
Business Development Intern
- Working on various projects, including working with database applications to generate reports
 - Creating presentations to visualize the findings of data analyses

Education

- 05.2013 – 04.2015 University of Examplestadt
Course of Study: Management
Degree: Master of Science
Thesis: Beispiel-Thema
- 05.2010 - 04.2013 University of Applied Sciences, Musterstadt
Course of Study: General Management
Degree: Bachelor of Science
- 04.2001 - 04.2010 Städtisches Gymnasium Musterstadt, Musterstadt
Degree: Abitur (General University Entrance Qualification)

Additional Skills & Qualifications

- Languages German, native speaker
 English, business fluent written and spoken
- Computer skills Microsoft Office (Word, Excel, PowerPoint, Outlook), advanced
 HTML: basic knowledge
- Drivers license European Type B
- Seminars HTML basic course
 Hosting & Presentation skills

Reference List

Maria Musterfrau
Sales Manager
Beispielunternehmen
1234 Beispielstraße
12345 Beispielstadt
Office: 0123 4578
maria.musterfrau@beispiel.de

Supervisor
Mrs. Mustermann supervised my work at Beispielunternehmen and supported my career during many years of service...

Prof. Dr. Max Beispiel
University Professor
University of Examplestadt
1234 Examplestraße
12345 Examplestadt
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Academic Advisor
Prof. Beispiel was a valuable contact and guardian during the completion of my master's thesis.

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