

Résumé

Professional Experience

since 02.2019

Musterfirma, Standort

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

05.2015 – 01.2019

Musterfirma, Standort

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

Education

05.2013 - 04.2015

Universität, Standort

Course of Study: Management; Major: Sales and Marketing

Degree: MSc; Thesis: Beispielthema

05.2010 - 04.2010

Universität, Standort

Course of Study: General Management

Degree: BSc; Thesis: Beispielthema

Expertise & Experience

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

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.

My Interest in the Vacancy

Occupying a leading position in an international environment is not only a new, but also a very exciting challenge. I am confident to have the necessary skills and cultural knowledge to take the next step in my personal development as well as in the sales department of your company. Thus, I am highly motivated to be an active part in forwarding both your company's success and my own career.

Languages

German, native speaker
English, fluent written and spoken
Spanish, good

Computer Skills

Microsoft Office (Word, Excel, PowerPoint, Outlook), advanced
HTML, basic knowledge

Seminar

HTML basic course
Hosting & Presentation skills

Driver license

European Type B

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