

RESUME

📍 Cologne, Germany | 🎂 29 years old | 🏳️‍🌈 He/him



EXPERIENCE

 STEPSTONE DEUTSCHLAND GMBH

Cologne, North Rhine-Westphalia, Germany

Team Manager Inside Sales

December 2022 – Present

I successfully led the formation of an entirely new team at our Cologne location. In just six months, we became the most successful team in our business line, generating over €100,000 in monthly revenue. We marked a jump from 70% target achievement to exceeding 130%. Additionally, I initiated multiple cross-department collaborations to streamline communication and optimize sales processes.

Senior Inside Sales Consultant

November 2021 – December 2022

In this role, I advised, managed and expanded a portfolio of major clients, consistently achieving an average target rate of over 130%. I also took on the added responsibility as a role model, providing leadership mentoring to newcomers at the location.

Inside Sales Consultant

September 2020 – November 2021

I played a key role in establishing the StepStone location in Cologne. I engaged successfully in cold acquisition and created a new client portfolio from scratch. My efforts consistently yielded an average target rate of over 130%.

Frankfurt am Main Area, Hesse, Germany

Business Line Manager

September 2019 – April 2020

I spearheaded the development of the radio link business line and shifted the project focus from hardware sales to a Lease Line as a Service (LLaaS) model. This transition increased our margin from between 10-20% on hardware sales to up to 50% on LLaaS. I also coordinated a pilot project with one of Germany's largest mobile network operators.

Sales Customer Support

April 2016 – August 2019

I was responsible for the planning and sales of radio link solutions, fiber-optic applications and more. I successfully managed existing clients and processed leads.

 LINK11 GMBH

Frankfurt am Main, Hesse, Germany

Management Assistant

October 2014 – March 2016

During this time, I gained extensive expertise in information technology, particularly in server hosting, internet security, and DDoS protection. I became an integral part of the young startup team's success.

EDUCATION

Ausbildung (German dual system) in IT & Business (IT-Systemkaufmann)

Link11 GmbH, Frankfurt am Main, Hesse, Germany

Pan Dacom Direkt GmbH, Frankfurt am Main Area, Hesse, Germany

Bethmannschule, Frankfurt am Main, Hesse, Germany

2014 – 2017

Finishing as the top student of my class.

Certificado Español Dos Mundos

Spanish School Dos Mundos, Guatemala

2013 – 2014

Abitur (German Highschool Diploma)

Weibelfeldschule, Dreieich, Hesse, Germany

2005 - 2013

LANGUAGES

English: Professional working proficiency

German: Native or bilingual proficiency

Spanish: Elementary proficiency

Mandarin: Basics