

## nextsales Short CV

### Personal informations

Year of birth	1976
Education	High School, College for Computer Science, Law Studies, MBA (University of Pittsburgh)
Mother Tongue	German
Other Languages	English, Czech

### Professional experience

Jan 2007 – present	nextsales Sales consultant
Jul 2005 – Dec 2006	International operating systemintegrator for telecom solutions: Account Director for telecom operators, P&L Responsibility for Czech Republic and Slovakia
Feb 2002 – Jun 2005	Large European IT systemintegrator: Account Manager for mobile operators, responsible for a leading mobile operator in Europe
Oct 2000 – Jan 2002	Large European IT systemintegrator: Project Manager for CallCenter&Billing Integration Projects
Nov 1999 – Sep 2000	Large European IT systemintegrator: Consultant for Billing Processes

### Knowledge (selected)

Technical / Sectors	Telecom software (OSS&BSS, service delivery platforms) Telecom network infrastructure IT infrastructure Related professional services
Functional / Processes	Sales/Account Management, Business Development Partner Management, Management of indirect sales channels Project Management Experienced in matrix organisations Planning, forecasting and budgeting Bid qualification
General / Soft Skills	Effective communication and operation in international environment Negotiation and presentation skills Creativity in finding and implementing new business models Strategic and global thinking Capable of working under stress

<b>Best fitting branches</b>	Telecom, IT, Utilities
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<b>Best fitting region</b>	Austria, Czech Republic, Slovakia
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<b>Other interests</b>	Tennis, Golf, Wine&Dine, Networking
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