



## nextsales Short CV

### Personal informations

Year of birth 1967  
Education Higher Technical School for Electronics and Communication Engineering, Graduate of Vienna University for Economics  
Mother Tongue German  
Other Languages English, Hungarian

### Professional experience

Mai 2007 – present nextsales Senior Sales consultant  
Mar 2002 – Apr 2007 Large European IT systemintegrator: Territory Manager for CEE  
Jan 2000 – Feb 2002 Large European IT systemintegrator: Project Manager for CallCenter&Billing Integration Projects  
Jan 1993 – Dec 1999 One of the worlds leading IT companies: Account Manager for Large Customers, Sales Manager for Winback Prospects

### Knowledge (selected)

Technical / Sectors Telecom software (OSS&BSS, service delivery platforms)  
Telecom network infrastructure  
IT BSS (Financial Systems, BI, BPI, BPA, Portals)  
IT infrastructure  
Related professional services, consulting

Functional / Processes Territory Management  
Sales/Account Management, Business Development  
People Management, Managing international teams  
Partner Management, Management of indirect sales channels  
Project Management  
Experienced in matrix organizations  
Planning, forecasting and budgeting  
Bid qualification

General / Soft Skills Sportive Attitude also in business  
Effective communication and execution style  
Experienced in complex negotiation situations  
Excellent presentation skills  
Business driven  
Capable of working under stress

**Best fitting branches** Telecom, IT, Utilities, Governments

**Best fitting region** Austria, Hungary, Czech Republic, Slovakia, Romania

**Other interests** Golf, Fitness, Ski, Winecultures in the region, Networking