

Tobias Horstmann

Date of birth: 11/11/1984 **Address:** Berlin, Germany **Phone number:** +999999999
Email address: hello@kickresume.com

As an Inside Sales Representative at Datameer, it is my goal to enable enterprises so they can get value out of their big data and make insights-driven decisions.

2+ years of experience in enterprise B2B sales, sales development, and partnerships. I've also had the opportunity to test and implement innovative sales strategies in order to create synergies with named accounts and build relationships with key decision makers and influencers.

LinkedIn Profile: <https://www.link...anonymised...>

Work experience

2016 – present
Berlin

Inside Sales Rep Datameer

- Driving growth in defined territories via outbound approach - calling to C-level decision makers and influencers to discover mission-critical priorities, budget, and purchase timeframes
- Performing discovery qualification meetings and brief demos in order to educate prospective customers and discover opportunities
- Developing Account Based Sales Development via Basho email drips, cold calls (50-60 calls/day), and LinkedIn outreach
- Supporting Field Sales in EMEA in generating a pipeline to meet and overachieve monthly quota
- Conducting PoCs, RFIs, and RFPs with Solution Engineers and Partners such as *Fujitsu Technology Solutions (DACH and ME)*, *Cloudera (EMEA)*, *EOH (South Africa)*, *RightCloud (APAC)* and *AT Consulting (CIS)*
- Generating opportunities on a trade shows, meetups (**Berlin Big Data, Tech Meetup**), and conferences (**Gartner, DataWorks**)

Reference available upon a request

2015 – 2016
Berlin

Sales Development Rep EMnify

- Qualified 30-40 Leads per day, 40-60 outbound calls
- Worked with Lead Research team to build processes to prospect more quality leads
- Generated 8-10 opportunities per month
- Performed demos and discovery calls

Reference available upon a request

2015
Berlin

Sales Intern Videoly

- Developed Ideal Company Profile and built a list of target companies (112) in the EMEA region
- 30-40 cold calls per day - 10% converted to demo
- 20 emails per day - 5% converted to demo
- Participated at selected events to create opportunities and build new partnerships

Reference available upon a request

2014
Brussels

Trainee European Parliament

- Co-organised of "Model EP-sessions"
- Interviewed PMs and published articles on eunews.az

Reference available upon a request