



# CHRISTIAN BORZA

"CLIENT WHISPERER WITH  
DIGITAL VISION"

## PROFESSIONAL EXPERIENCE - PART I

### Senior Key Account Manager (K-Recruiting GmbH)

Remote & Munich - Industry: Staffing Services

01/2022 - 03/2024

- Responsible for acquiring and managing key accounts, with a focus on building long-term relationships.
- Collaborated with internal teams to continuously improve client projects.
- Conducted needs assessments and developed customized solutions.

### Business Development Manager (Unicope GmbH)

Remote - Industry: IT & Telecommunications

07/2021 - 12/2021

- Built a national network of business partners and clients.
- Presented and implemented tailored IT and telecommunications solutions.
- Led projects from initial needs assessment through to successful implementation.

### Senior Key Account Manager (Hays AG)

Remote & Munich - Industry: Staffing Services

11/2019 - 11/2020

- Acquired and nurtured key clients to drive revenue growth.
- Developed custom solutions in close collaboration with internal and external stakeholders.
- Conducted market and client analyses to optimize sales strategies.

### Business Development Manager (Vodafone GmbH)

Augsburg - Industry: Telecommunications

06/2017 - 10/2019

- Acquired and managed business clients to enhance the customer journey.
- Conducted contract negotiations and closed deals at the C-level.
- Developed and implemented sales strategies.

## ABOUT ME

Understanding clients, nurturing relationships, and successfully guiding projects to completion – that's my strength! With a keen sense of my clients' needs and the ability to communicate on equal footing, I ensure smooth project flow and foster long-term partnerships. My IT knowledge, combined with a creative and empathetic approach, makes me a reliable partner – always authentic and with a touch of humor!

## INDUSTRIES



Telecommunications



Insurance



Staffing Services



Hospitality



Information Technology

## PERSONALITY

- Empathy & Customer Insight
- Solution-Oriented
- Adaptability & Flexibility
- Reliability & Integrity

## LANGUAGES

- German (Native)
- English (Advanced, C1)

## COMPETENCY OVERVIEW

Customer  
Focus



Project  
Management



Technical  
Expertise



Analytics &  
Solutions



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# CHRISTIAN BORZA

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## PROFESSIONAL EXPERIENCE - PART II

### Senior Sales Manager (Vodafone GmbH)

Munich - Industry: Telecommunication  
08/2010 - 05/2017

- Sales of tailored telecommunications solutions for existing and new customers.
- Conducting contract negotiations and product presentations.
- Point of contact for all data-driven topics to optimize sales processes and customer solutions.

### Sales Manager (Vodafone GmbH)

Berlin - Industry: Telecommunication  
08/2008 - 07/2010

- Sale of telecommunications products and customer consultation.
- Conducting sales campaigns to increase revenue.
- Inventory management and maintenance of the sales floor.

### Servicekraft auf Zeit (b.Gut)

Berlin - Industrie: Gastronomie  
08/2007 - 07/2008

### Sales Representative (Volksfürsorge AG)

Remote & Karlsruhe - Industry: Insurance  
04/2004 - 07/2007

- Expansion and support of a private and business customer base.
- Needs analysis to optimize customer solutions.
- Leadership and development of sales partners.

## PROFESSIONAL OVERVIEW

### Customer Understanding and Relationship Building

- 20+ years of sales experience: Building strong relationships and targeted needs assessments.
- Negotiation Skills & Empathy: Effective, trust-based customer communication on equal footing.

### Project Management & Flexibility

- Experienced in Project Management: Goal-oriented coordination and control.
- Versatile Role Adaptability: Highly flexible, whether in consulting, project management, or as a technical liaison.

### Technical & Digital Expertise

- IT Skills: CRM systems, cloud solutions, and full-stack technologies.
- Analytical Thinking: Data analysis to optimize sales and service processes.
- Clear Explanation: Conveying complex technology accurately and in a customer-friendly manner.

## INTERESTS

Animal protection and social engagement are a part of my lifestyle, as are fitness, vegan nutrition, and my love for cooking. Travel and exploring foreign cultures inspire me, particularly the captivating Serengeti. In my free time, I enjoy series, fantasy literature, and spending quality time with my wife and our cats.

## ADDITIONAL INFORMATION

### Career Sabbatical

12/20 - 06/21

- Supported my wife in establishing her business.

## STUDIES / CONTINUING EDUCATION

### Full Stack Software Development

Code Institute | 2024 - Now

### Bachelor of Business Administration

FOM - University of Applied Sciences for Economics and Management | 2013 - 2021

## EDUCATION

### Insurance Specialist (BWV)

Volksfürsorge AG | 2004-2005

### Social Insurance Clerk (IHK)

AOK Mittlerer Oberrhein | 2000-2003



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