



Kurt-Schumacher Str. 78, 82256  
Fürstenfeldbruck

015758057657

Guelistan.yurdadoenen@iubh.de

Personal Data

Date of birth: 20.05.1993  
Place of birth: Erkelenz  
Nationality: Germany

Languages

German (native)  
English (fluent)  
Turkish (intermediate)  
Albanian (intermediate)  
Spanish (basic)  
French (basic)

IT- skills



05/2023 – today

Amazon Web Services  
Munich  
Account Executive for Central Germany

- managed 16K accounts spanning all industrial in central Germany, with 80% being greenfield/new business and 20% existing AWS Customers
- Qualification of Opportunities and Sales Progression until Closure using BANTCP/SPIN/MEDDICC/Consultative Selling
- sold a wide range of complex tech products from various categories within the entire AWS product portfolio, including GenAI, Data analytics, IoT, Edge on Cloud, Storage, Cloud computing and larger migrations
- engaged with C-level executives, board members, IT professionals and other stakeholders in the enterprise and SMB sector
- setup campaigns internally and with partners for different target groups in order to drive pipeline in a strategic&scaling manner
- navigated multifaceted sales environment collaborating with partners, solution architects, marketing, legal, specialists and various sales stakeholders throughout the sales cycle
- KPI Quota Achievement 2024:
  - Q1:
    - JAN – 108%
    - FEB – 114%
    - MAR – 119%
  - Q2:
    - APR – 118%
    - MAY – 120%
    - JUN – 118%

03/2022 – 05/2023

Amazon Web Services  
Munich  
Business Development Representative for Enterprise Manufacturing DACH Vertical

- Presales/Sales front for Enterprise Accounts within the Manufacturing Industry for Germany
- Cold Calling/Prospecting/Booking Meetings
- Contact Enrichment using tools such as Linkedin Sales Navigator
- Cooperationg with Account Managers/Executives/Specialist Sellers/Partners
- Executing campaigns
- Attending events for Lead generation & strategic Meetings
- Qualification of Opportunities using BANTCP/SPIN

09/2020 – 03/2022

**NetJets Europe**

**Munich**

**Sales Consultant for Enterprises in Bavaria**

- Educate, advise and support potential customers on private aviation and Netjets products in relation to individual needs
- Manage follow - ups and manage the prospects for the assigned territory in Salesforce by recording all interactions
- Verify qualification of potential customers through verbal and/or written consultations and internal software
- Develop, define and execute territory market segmentation in Salesforce
- Optimization of current opportunities in Salesforce
- Strategic planning of the daily approach and acquisition by identifying companies/industries in need of private aviation
- Continuous research and updating of the database in Salesforce
- Organization of events and business trips to industry trade fairs, customer events or meetings with potential customers



09/14 - 02/20

**IUBH-Internationale Hochschule Bad Honnef**

Degree: B.A. Aviation Management

2009 - 2013

**Hugo- Junkers- Gymnasium, Mönchengladbach**

Degree: Fachhochschulreife (A-Levels)

