

# Ing. et Ing. Benjamin Fistein, MIM

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## WORK EXPERIENCE

### ORACLE CORPORATION

*Cloud Technology Sales Executive, DACH*

• Prague, CZ • Jun 2017 – present

Overseeing and managing the full sales cycle for over 500 SMB accounts with end-to-end responsibility for cloud & on premise.

### HEWLETT PACKARD ENTERPRISE

*Commercial Account Manager for German markets*

• Prague, CZ • Sep 2015 – May 2017

Managed set of 200 strategic SMB accounts, consulted C-level executives on server, storage, networking and cloud.

- **Overachieved quarterly quota by 135%**, 115% and 124%; overall 125%
- **Generated 170% pipeline** inter-quarter growth through strategic customer acquisitions
- Received **highest employee rating**, promoted to team lead role, set on accelerate path for management position

### ARMSTRONG CRAVEN

*Business Development Executive*

• London, UK • Jan 2015 – Jun 2015

Managed and developed 100 major global accounts across the retail & industrial verticals.

- Generated pipeline of £95,000, **achieved 41% sales closing ratio** (won £39,000)
- Consistently overachieved sales KPIs by up to 140%
- Led strategic sales discussions with Vice-Presidents of FTSE100 companies

### ABB CZECH REPUBLIC

*IT Project Manager*

• Prague, CZ • Feb 2014 – Jan 2015

Solved the problem of unsuccessful graduates' hiring - implemented effective strategy and lead consequent IT transformation.

- **Achieved 65% increase** in graduate applications
- Implemented new hiring strategy based on Sociomaps ® methodology
- Led ABB CZ's career web transformation

### OECD

*Summer Intern at the Permanent Czech Delegation to the OECD*

• Paris, FR • Jun – Aug 2012

Assisted in financial reporting and budget analysis to the former OECD Czech ambassador.

- Prepared and extracted critical data in over 50 budgetary documents
  - Attended global budget meetings focused on global macroeconomic developments
  - Helped present the findings at international meetings representing the Czech Republic
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## EDUCATION

2013-2015:

**Vysoká škola ekonomická (University of Economics, Prague)**

CEMS MIM – Master in International Management

*Summa cum laude – graduated with highest distinction, top of the class (1/1700)*

Exchange semester: **University of Cologne, Faculty of Business Administration**

2011-2013:

**Vysoká škola ekonomická (University of Economics, Prague)**

Master in International Business

2008-2011:

**Florida State University, Tallahassee, USA**

BS in Marketing; *Magna cum laude – graduated with distinction*

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## LANGUAGE SKILLS

English (C2, native) • German (C2, native) • Czech (C2, native) • French (B2) • Spanish (B1) • Russian (A1)

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## PERSONAL INTERESTS

Tennis (competitive for ten years) • Football • Poker • Languages • Guitar • Technology • Marketing • Business