

# Curriculum vitae



## Personal data

Last Name, Name	Tschopp Marc
Address	Längeweg 12
Residence	4124 Schönenbuch
Mobile Phone	+41 79 264 05 85
E-Mail	marc.tschopp@hotmail.com
Date of Birth	26.04.1990
Hometown	Basel
Nationality	CH
Marital status	Divorced, 1 Daughter

## Summary:

Results-driven and accomplished Account Executive with a proven record of success in sales and negotiation, boasting a wealth of experience in the development and sales of security solutions. Boasting solid experience in sales and channel management within the security industry, as well as a deep understanding of physical security systems and the technology behind it. Adept at building and maintaining strong client relationships through exceptional communication and interpersonal abilities. Skilled in sales coordination with a proven track record of successfully leading small, medium, and large projects from initial customer contact to completion.

## Work Experience

<b>Jan. 2021</b> – Today	Account Executive, Convergent Technologies Schweiz AG <ul style="list-style-type: none"><li>• Head of After and Service Sales</li><li>• Responsible for driving sales and business development in the Swiss market</li><li>• Preparation of Quotations's</li><li>• Submitting of small, medium and large projects</li></ul>
Jan. 2020 – Jan. 2021	After & Service Sales Manager, Convergent Technologies <ul style="list-style-type: none"><li>• Head of After and Service Sales</li><li>• Sales consulting for local and global customers</li><li>• Preparation of Quotation's</li><li>• Submitting of small, medium and large projects</li></ul>

- Feb. 2017 – Dec. 2019    Project Engineer, Convergent Technologies Schweiz AG
- Management and supervision of small, medium and large projects from sales to completion
  - Sales consulting for local and global customers
  - Preparation of quotations
  - Coordination for the procurement of materials and subcontractors
- June 2016 – Jan. 2017    System Technician, Convergent Technologies Schweiz AG
- Service and support services
  - Connection and commissioning of hardware components
- Aug. 2015 – Jul. 2016    Deputy Managing Director/ Head of Field Service, David's Fitnessfood GmbH
- Head of Sales
  - Customer Care
- Sep. 2013 – Jul. 2015    Industrial electrician, Basler Verkehrs-Betriebe BVB
- Maintenance of all building automation systems
  - Periodical measurements
- Oct. 2012 – Sep. 2013    Projectmanager, Alarmanlagen und Video Universal Security GmbH
- Accounting
  - Project management
- Apr. 2011 – Sep. 2012    Teamleader in the fiber optics sector, Swisspro NW AG
- Leading a team
  - Ensure installations are completed on time
- Aug. 2010 – March 2011    Industrial electrician, Unipress AG Lupfig
- Troubleshooting
  - Maintenance of punching machines

## **Further education**

2022	Swiss Federal Diploma in Sales Leadership (Eidg. Diplomierter Verkaufsleiter)
2021	LenelS2 Sales Professional
2021	LenelS2 Sales Associate
2019	Genetec Synergis Certification SC-STC-001-5.7
2018	Genetec AutoVu Mobile Certification AMC-001-5.7
2017	Lenel Certification Expert Lenel Certification Professional CCURE 9000 Certification Genetec Security Center Enterprise Certification Kiwi Analytics Certification
2016	Lenel Certification Core
2014	Industrial electrician examination Art.13 NIV
2013	GK emergency aid incl. BLS/AED

## **Apprenticeship**

2006 – 2010	apprenticeship Electrician EFZ, Selmoni AG, Basel
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## **PC-User knowledge**

MS-Word	good knowledge
MS-Excel	good knowledge
MS-PowerPoint	good knowledge
MS-Visio	good knowledge
MS-Outlook	good knowledge
SQL Database	Basic knowledge
Bluebeam	Basic knowledge

## **School education**

2003 – 2006	High school (Sekundarschule), Niveau A, Allschwil
2002 – 2003	High school (Sekundarschule), Niveau E, Allschwil
1996 – 2002	Primary school, Schönenbuch

## **Language knowledge**

Swiss-German	native language
German	native language
English	good knowledge
French	school knowledge

## **Special skills**

- Strong communication, negotiation and presentation skills
- Proven sales track record
- Knowledge of the industry and market trends
- Ability to build and maintain customer relationships
- Strong problem-solving and decision-making abilities
- Excellent time management and organization skills
- Self-motivated and results-driven attitude
- Strong understanding of marketing and advertising principles
- Deliver quality work and follow through on commitments
- Consistently arrives on time and meets deadlines
- Work well with others and able to collaborate effectively
- Able to adapt to changing circumstances and requirements
- Keep work area organized and tidy, and pays attention to details

## **Interests**

- economics
- building relationships
- fitness
- family and friends

## **References**

Will be happy to provide upon request