**CANDIDATE**

**Sandro Chiesa**

**PERSONAL DETAILS**

**Location**: Zurich

**EMPLOYMENT**

**12/2020 – present** CERTAS AG, Zurich, Switzerland

Key Account Manager • Management and support of existing key accounts • Coordination of service provision throughout Switzerland (Zurich, Lausanne, Lugano) • Acquisition and support of new major customers • Increase in the turnover of the individual key accounts • Introduce, monitor and maintain structure/process management in the management of key accounts • Coordination and implementation of price reductions • Maintenance and monitoring of framework agreements

**10/2019 – 11/2020** Kern AG for Road Safety, Samstagern, Switzerland Area Manager Sales • Responsible for the development of the sales area in Western Switzerland • Area responsibility for Western Switzerland, the Swiss Plateau and Ticino • Acquisition and project management for all properties for the whole of Switzerland • Support of the existing customer base • Acquisition of potential new customers • Telephone consultation and technical consultation • Implementation of marketing measures

04/2019 – 05/2019 GPR AG, Uster, Switzerland Product Manager (contract terminated for economic reasons) • Specialization in Product Management

01/2019 – 03/2019 Wyss Snowsports GmbH, Silvaplana, Switzerland Snow sports instructor (winter season)

Prior to this he had several other roles – which whilst interesting are not relevant for this role

**QUALIFICATIONS**

04/2023 – 05/2026 Dipl. Betriebswirtschafter HF Abschluss: Eidgenössiches Diplom 04/2017 – 07/2018 Marketingfachmann / Verkaufsfachmann Abschluss: Eidgenössischer Fachausweis

05/2011 – 08/2011 Marketingassistent VSK Abschluss: MarKom-Zertifikat

08/2007 – 06/2009 Handelsdiplom / Bürofachdiplom VSH Abschluss: Diplom

**LANGUAGES**

**GERMAN**

**FRENCH**

**ITALIEN**

**ENGLISH**

**CAREER SUMMARY**

In his 20 years of professional experience, He describes himself as a passionate seller of exclusive and lifestyle products as well as numerous services, working in various industries such as food, sports, payment and security. His professional focus includes topics such as telephone and personal customer service (B2C / B2B), acquisition of new customers, campaign planning, product launch and positioning, preparation of offers (B2B), active sales on the phone, market observation, portfolio analysis, trade fairs and events. Due to his experience in various industries, He has a broad horizon and is very flexible. Among other things, these are qualifications from which I think will benefit, and which help him to be able to work successfully in a global world team.

I especially like his 4 languages.

For further information please contact Jan Johnston on 01695 570 696 or email janj@johnston-vere.co.uk