

# Denis Tezerdi

JUNIOR IT SOLUTION SALES  
MANAGER



## Work experience

### Contact

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### Languages

Deutsch - Muttersprache  
Englisch - Muttersprache  
Türkisch - Muttersprache  
Italienisch - Mittleres Niveau  
Spanisch - Mittleres Niveau  
Chinesisch - HSK 2

### Seminars

GATE program -  
Deep dive into Vodafone's  
full IT solutions portfolio  
(3 months)  
Cloud & Security  
(1 week workshop)  
SD-WAN & SASE  
Project Management Basics  
NIS 2

### 08.2024 – today | Vodafone GmbH Junior IT Solution Sales Manager

- Manage 140 medium enterprise clients (€2.7M annual revenue), driving growth and retaining clients / revenue
- Advise clients on end-to-end digitalization strategies
- Leading digital solution projects while managing internal teams, solution partners, and client stakeholders
- Own the complete sales cycle from needs assessment and solution design to negotiation and closing
- Sell Vodafone's full IT solutions portfolio: Mobile/Fixed Connectivity, SASE, Cloud, ICT Infrastructure, Cybersecurity, IoT, and AI-driven solutions

- **Digital first strategy:** Developed a strategic view on how full end-to-end IT solutions can drive the digital transformation of enterprises
- **Project management:** Built project management skills through hands-on experience in planning, execution, and stakeholder coordination
- **Client oriented thinking :** Focused on truly understanding client needs. Built trust through strategic advice and long-term relationship management.

### 10.2021 - 01.2023, American Food Corporation GmbH, Valet Services

- Managed operational logistics and food deliveries
- Ensuring the safe and professional handling of clients' luxury cars

- **Responsibility:** I developed the ability to handle important tasks and assets with care, accuracy, and a strong sense of accountability.

## Skills & Learning

Data visualisation

Programming

## Tools

MS 365 Stack

Salesforce

Copilot 365 / Github

## Hobbies

Chess

Tennis

Swimming

Debating

### 02.2020 - 10.2024 TuS Zeppelinhof Frankfurt Tennis Instructor and program coordinator

- Organization of training camps, tournaments, events and intensive courses for players of all ages and skill levels

### 01.2018 - 01.2020 Tennis Academy Wiesbaden Tennis Instructor

- Giving tennis lessons and managing the youth training programs
- Focused on creative training concepts and hands-on coaching

- **Creativity:** Designed engaging and creative games, lesson structures, and tournaments to create a fun and dynamic learning environment
- **Effective Communication:** Developed through coaching many students with different kinds of personalities and tailored support

### 02.2015 - 02.2017 SPD Wiesbaden Press Spokesperson and Board Member of the Jusos Wiesbaden

- Coordination and organization in the youth sector at district and regional levels
- Representation of the organization in public discussions and committee meetings on topics such as Policy Development, Digitalization and Innovation
- Planning and implementation of projects, events, and campaigns

- **Public Speaking:** Delivered speeches and presentations, engaging audiences and conveying key messages with clarity and confidence
- **Stakeholder Management:** Gained experience in effectively managing multiple stakeholders and ensuring smooth collaboration

## Education

### Goethe Universität

#### B. Sc. Wirtschaftswissenschaften 03.2018 - 03.2024

- Member of the Debating Club at Goethe University
- Participated in national and international debating tournaments
- Moderator for various discussion events on international politics, digital transformation and sustainability
- Planning and organization of events aimed at developing and improving members' communication skills
- Active club chess player

### Gymnasium Diltheyschule Wiesbaden 10.2010 - 10.2017

Abitur: 1,7

Additional: Served as Student spokesperson for the whole school (2017) ; Completed Internship at Staatskanzlei Hessen (2015)