

Mag. Ing. Andreas Unger



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date of birth: 25.05.1966
marital status: married
nationality: Austrian

EDUCATION

2003 - 2006	Certified Consultant with focus on financing, rating and company organization, WKO Vienna
2004	Certified Rating - Advisor (Basel II) - Chamber of chartered accounts, Vienna
1999 - 2003	Magister (FH) – Professional University College Study WIFI, Vienna: Management, Financing and Leadership Master Thesis: “Usability of CRM Systems and Solutions in sales organization of large enterprises”
2000 - 2001	Certified Trainer for strategic Account Development - UPA Management, Germany
1980 - 1986	School leaving examination – Secondary technical educational establishment for electrical engineering, Vienna

WORK EXPERIENCE¹

July 07 -	CAPGEMINI Consulting Austria & EE, Vienna Account Executive Sales Manager, Partner Alliance Manager
Feb. 04 – June 07	TOPCONS Business and Financial Consulting GmbH, Vienna Managing Partner, Sales Manager
Feb. 03 - Jan. 04	SECURE BOX Software GmbH, Vienna Associated company of Raiffeisen Informatik Group Sales Manager Austria
Dec. 00 - Jan. 03	LUCENT Technologies GmbH, Vienna – Germany - Switzerland Channel Partner Sales Manager – Software & Networking Providers
Dec. 99 - Nov. 00	INFORMIX Software GmbH, Vienna Large Account Sales Manager
Sept. 95 - Nov. 99	ALCATEL AUSTRIA AG, Vienna Sales Manager Large Accounts
March 92 - Aug. 95	ALCATEL AUSTRIA AG, Vienna Managing director Lower Austria
Oct. 91 - Feb. 92	ALCATEL AUSTRIA AG, Vienna Trainee program
Oct. 87 - Sept. 91	SIEMENS AG Austria Technical Projectmanager, Softwaredevelopment

¹ Further descriptions of the individual jobs see next page

LANGUAGES

German (Mother tongue), English (fluent), Italian (basic knowledge)

DETAILED DESCRIPTION OF JOBS

CAPGEMINI

I'm currently in charge of the business development in the financial services segment in Austria and Eastern Europe. I'm managing very large, complex, cross border opportunities for multinational banks.

- management of virtual account management teams and preparation of proposals
- preparation of offerings and sales strategies for my accounts
- pipelinemanagement and forecasting
- establishment of long time relationships with my accounts
- large account and large deal development
- involved in strategic market and sales planning with the top management
- partner alliance management (Microsoft, ORACLE; SAP...)
- I'm specialized in CRM solutions and therefore I developed a CRM strategic roadmap and CRM service offerings for major clients. I'm also in charge for the software packaged solution stream. (Oracle, Siebel, Amdocs, Microsoft, SAP).

TOPCONS

TOPCONS is specialized in all aspects of business consulting, especially in tax, finance and insurance as well as business development questions (financial planning, start up consulting). It also offers Software selection support for SME clients.

- People Management and Recruiting
- Strategic business planning
- Strong relationship with large banks and insurance companies
- Consulting of SME customers regarding their business, financial and insurance strategies
- BASEL II Rating
- Cooperation with Dieter Strametz & Partner GmbH concerning organisational and personal development

SECURE BOX

Secure Box was a Start Up Company specialized in developing security software solutions for small and medium sized enterprises. The company was completely new founded by Raiffeisen Informatik Group as a small start up. I was in charge of developing the sales team and all related aspects to sales.

- Recruiting, hiring and training of new sales people and managing the sales team
- Forecasting, reporting and track results on sales
- Business planning and forecasting as well as the regular tracking of the results
- With my team I developed the sales and marketing strategies for the different market segments

LUCENT Technologies

Lucent Technologies started the business in Austria and Switzerland in 1999 in form of a "green field" approach. I started together with the country manager to set up the organization. I was in charge of all aspects concerning indirect channel sales for Austria, Switzerland and partly Germany including strategic business planning and developing the business.

- Developed strategic and short term operation plans as well as marketing strategies for promotions and sales
- Development of the market and sales strategy together with management
- Restructured partner agreements and negotiated contract closure with new strategic partners representing \$10m.
- Delivered solution presentations to key customers and to top executives
- Supervising and training of all sales managers in a highly professional manner
- Managing diverse multiple functions within EMEA to achieve corporate objectives
- Conducted weekly motivated forecast and reporting meetings in order to track results
- Recruiting and hiring of new sales managers

INFORMIX

Developed key customer relationships across all industries (banking, public sector, retail, automotive..) in several market segments. Managed, organized coordinated and maintained over 25 key accounts in different industries. I can show a proven track record in software sales to large enterprises (revenue > \$10 m).

- Established a loyal customer base through excellent sales skills, through product knowledge and regular follow up procedures.
- Deep understanding of the software sales market
- Delivered powerful sales presentations to groups of 5-40 people.
- Consistently increased sales quota.
- In charge of the total Austrian market
- Coordinated and conducted monthly financial, marketing and motivation meetings to educate customers and solidify their business success.
- Successfully generate new business through knowledge in data warehousing and e-commerce

ALCATEL AUSTRIA

I started as a trainee for half a year and then became managing director for lower Austria. In this position I managed all aspects of business operation including marketing, sales and service activities within the software and hardware solution sales in this region. After 3 years I took over the position of sales manager large accounts in Vienna.

- Coordinated and conducted monthly financial, marketing and sales reports
- Prepared bookkeeping and annual sales forecasting.
- Worked closely with key customers to establish long term relationships
- Managed trained and supervised a staff of 5- 8 employees
- Develop a strong team environment to achieve sales targets
- Identified market opportunities and accelerate expansion in the key customer segment
- Hired, trained and supervised staff
- Conducted weekly motivated sales meetings for all sales staff

SIEMENS AG

Technical Projectmanager in the department of Program- and System Development, methodology based Software Development, analyses and design of Development specifications, application development in C and COBOL

INTERESTS

- Top know how of Microsoft Office System
- Literature
- Travelling and culture
- Running, biking (competition experinece)

FURTHER EDUCATION

Sept. 08	Strategical Networking Capgemini, Vienna
March 08	Strategic Account Portfolio Development (Miller Hayman) Capgemini University Les Fontaines, Frankreich
Nov. 07	Collaborative Account Development Capgemini University Les Fontaines, Frankreich
Dec. 06	Personal analyses and Managerprofile Hernstein Institut, Vienna
Mai 06	Education for instructor of commercial apprentice, bfi Vienna Education for private wealth consultant, WKO Vienna
Oct. 06	Leadership Experience Bruno Sperl, Vienna
Oct. 99	Seminar: Leadership of Salesteams – Salescontrolling ALCATEL University, Vienna
March 98	Systematicals Sales to the Top Management UPA Management, Germany
Dec. 96	Leadership Training Berger & Czernohorsky OEG, Vienna
March 92	Motivation of team members and Teambuilding Urs Stoller, Switzerland

