

Marcus Bergmann

Sales Manager · Account Executive · Real Estate Agent

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DOB: 28.10.1984

PERSONAL STATEMENT

Results-driven sales professional with 17 years across B2B sales, key accounts and property. Has built territories from scratch, closed enterprise deals, and matched buyers with the right homes. Personable, tenacious, and motivated by targets and long-term relationships in equal measure.

PERSONAL INFORMATION

Date of Birth: 28 October 1984

Address: Ainmillerstr. 22, 80801 München

Driver's License: Class A1 & B

Availability: Full-time — flexible

WORK EXPERIENCE

Regional Sales Manager

2018 – present

SAP SE, München

Lead a team of six selling enterprise software across the DACH region. Exceeded annual quota three years running and grew the territory by 28%. Own forecasting and key-account strategy.

Account Executive

2013 – 2018

Salesforce Germany, München

Managed mid-market accounts end-to-end: prospecting, demos, negotiation and renewals. Consistently a top-quartile performer.

Sales Representative

2009 – 2013

Bosch Vertrieb, München

Field sales of industrial products to trade customers. Built and maintained a strong regional client base.

Real Estate Agent (part-time)

2016 – present

Freelance / Engel & Völkers partner, München

List and sell residential property: valuations, viewings and negotiations. Guide clients through the full buying process.

EDUCATION

B.A. Business Administration — Universität Augsburg (2008)

Certified Sales Professional (CSP) — DVKS (2014)

IHK Immobilienmakler Zertifikat — München (2016)

SKILLS

- Attention to detail and accuracy in repetitive tasks
- Stakeholder communication: de-escalation, clear written and verbal updates, reporting
- Customer service: complaint handling, expectation setting and follow-up
- Multilingual communication: fluent cross-language written and spoken support
- Manual handling and ergonomics: safe lifting and workstation assessment
- Digital tools: Microsoft 365, scheduling software, CRM and ticketing systems
- Supply chain coordination: procurement, supplier management and delivery scheduling

LANGUAGES

English	Native
French	B2

INTERESTS

Golf · Networking Events · Skiing · Wine · Running · Travel