
Personal Details

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Major Achievements

- More than 12 years of sales experience consistently exceeding revenue goals in the tech industry as a Country Manager & Senior Sales Leader
- Managed high-performing sales teams of various sizes at Oracle, Esri, and Neo4j. Teams included sales and field marketing professionals
- Experienced in various industries, e.g., financial services, insurance as well as manufacturing
- Built partner relationships, developed partner programs, and skilled at scouting/qualifying new prospective partners

Skills

- Customer-first approach. Capable of building customer relationships & trust, providing value & business case-driven enterprise software sales, partner alignment & enablement, business development & partner scouting
- Sales methodologies utilized: Buying Center, BANT, MEDDPICC, etc.
- Excellent team leadership, project management, time management & planning, prototyping & innovation, and communication skills
- Knowledgeable in management information systems, infrastructure- platform- & software-as-a-service, cloud-based, hybrid, and on-premises models, bots & chatbots, app integration, data modeling & statistical analysis

Experience

Neo4j, Inc. / Country Manager, Senior Sales Leader Switzerland & Austria

April 2020 - PRESENT, GREATER ZURICH

- Overachieved yearly targets. Closed strategic deals with net new logos ÖBB, SBB, Swisscom, Raiffeisen Bank Int'l, The World Health Organization, Credit Suisse Group, F. Hoffmann-La Roche, Mashreq Bank, Syngenta, Entain Group, Zurich Insurance, etc.
- Hosted regional marketing events in Vienna, Zurich, Basel, and Bern resulting in new logos and upsell opportunities
- Responsible for country management (Switzerland and Austria), target account & key account management, and marketing events in the Alps region
- Led a virtual team of 2 sales representatives, 1 field marketer, and 1 field engineer

Oracle Software (Schweiz) GmbH / Global Account Manager, Key Account Director

DECEMBER 2018 - MARCH 2020, BADEN & ZURICH

- Achieved yearly targets
- Closed strategic deals with SwissRe, ABB, and Sunrise Telco
- Spearheaded the manufacturing and telco sectors
- Served as Strategic Account Director for ABB globally
- Led a global virtual team of 3 sales representatives on all Oracle products focused specifically on ABB
- Delivered high-touch customer service

Esri Schweiz AG / Head of Sales, Global Account Manager, Partner Manager

SEPTEMBER 2013 - NOVEMBER 2018, ZURICH & NYON

- Established an account portfolio from almost zero to a solid, sustainable & profitable portfolio within 3 years by winning new and growing existing accounts in the financial services & insurance industry
- Managed financial services, insurance, and retail sector for 4 years. Key account management in these industries. Won opportunities and delivered maximum customer satisfaction to SwissRe, ZKB, Zurich, Allianz, Die Mobiliar, etc.
- Led the sales team comprising 5 senior account managers. Forecasting sales revenue. Supporting all account managers in daily sales activities. Working closely with other team leaders
- Responsible for partner programs implementation

IQ Plus AG / Senior Account Manager

SEPTEMBER 2009 - AUGUST 2013, WINTERTHUR

- Overachieved yearly targets
- Built SIEMENS and Atos to strategic key accounts
- Acquired projects, recruited information technology specialists, managed bid proposal management, and supervised ongoing projects according to standardized processes (ISO 9001)

Westech Ltd. / Sales Assistant

AUGUST 2006 - JULY 2007, ZURICH

- Prepared offers to clients. Supervised orders placed with suppliers. Organized client events in Switzerland

Education

University of Salzburg / Master's Degree

MAY 2016 - JULY 2018

- Master of Science in Geographical Information Science & Systems
- Project management & organization, distributed GI infrastructures, spatial statistics, academic work, geoinformatics, data modeling & structures, geodatabase management, spatial analysis, visualization & cartography, and spatial simulation

University of Applied Sciences Northwestern Switzerland / Bachelor's Degree

SEPTEMBER 2006 - AUGUST 2009, OLTEN

- Bachelor of Science in Business Administration & International Management
- Business administration, bookkeeping, finance, economics, human resources management, statistics & probability, innovation, marketing, communication, and business information systems

Publications

- Master thesis - Integrating a chatbot with a Geographic Information System. Grade (1) / excellent
- Bachelor thesis - A concept of a market and performance-oriented compensation. Grade (5) / good.