



NICOLAS MEIER

MASTER OF SCIENCE IN ECONOMY





CONTACT

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HARD SKILLS

-  Head of Sales
-  Sales Leadership
-  Key Account Management
-  Business Development

SOFT SKILLS

-  Highly motivated and motivating
-  Values gratitude and reliability
-  Well perceived personality
-  Respectful to clients and colleagues

MOST RECENT EXPERIENCES

Founder alphameier (01/2023 - present)

Continuing education (10/2022 - 12/2022)

Excellence in Key Account Management, University of St. Gallen

Sabbatical (08/2022 - 10/2022)

Trip to Alaska, California, Mexico and Turkey

LANGUAGE

Swiss German	★ ★ ★ ★ ★
French	★ ★ ★ ★ ★
English	★ ★ ★ ★ ☆
Italian	★ ★ ★ ★ ☆
Spanish	★ ★ ★ ☆ ☆
Swedish	★ ☆ ☆ ☆ ☆

EDUCATION

Key Account Management

2022, University of St. Gallen

Leadership Competence

2021, University of St. Gallen

Master in Economics

1998-2006, University of Berne

USP

I'm very strong at languages.

I can lead an international team and bring your product and services to whomever you want: I act nationally, internationally and globally.

IT SKILLS

CRM + ERP

Salesforce, Microsoft Dynamics, MyFactory, Zoho, Teamgate, Hubspot, Pipedrive

Systems + Cloud

Windows, Apple, Linux, Android OneDrive, Dropbox

Data processing

Excel, Python

Microsoft Office

Word, Excel, Power Point, Outlook, Publisher, Stream

SEM SEO

Google Ads, Google Analytics

LEISURE

Sports

Floorball, soccer, hiking, skiing and backcountry skiing, ice hockey

Travelling

Japan 2003,
China 2008,
South America 2012,
Thailand 2017,
Alaska, California, Mexico 2022,
Turkey 2022
Czech Republic, Poland, Slovakia 2023

Podcasting+ Reading

Crime thriller, prose, politics, economics, philosophy, sociology and history

Coding + Datascraping

I learn coding with Python weekly at open tech school Zurich since 2020

QUOTATION

'He increased recurring revenues from a five digit to a high six-digit figure amount within three years.'

EXPERIENCES

Inventsys (05/2019 - 08/2022, Zürich)

Industry: Software Development, SaaS

Position: Head of Sales

Achievements: Sales team building, from 5 to 100 customers in 3 years

Suntechnics (07/2017 - 09/2019, Küsnacht)

Industry: Energy, photovoltaics

Position: Sales & Marketing Manager

Achievements: Change management in offer and quotes, projectlead: introduction digital marketing (SEA, SEO)

Gerber Biscuits (07/2015 - 02/2018, Zürich)

Industry: Food, organic cookies

Position: Consultant Management Board

Achievements: Rise in sales on Swiss market (+58% compared to previous year), Expansion distribution network (Germany), digitization (projectlead of business analytics, CRM, cloud)

Meiersolar (11/2014 - 12/2017, Zürich)

Industry: Energy, photovoltaics

Position: Founder and director

Achievements: company startup (website, product design, business development), IT-specialization in real estate cluster analysis (feasibility and profitability)

Avensol (02/2014 - 11/2014, Zürich)

Industry: Energy, photovoltaics

Position: Business Development Manager

Achievements: Company building (German speaking Switzerland), solarleasing campaign, automating offer and quotes

SolarWorld (12/2012 - 01/2014, Zürich/Bonn)

Industry: Energy, photovoltaics

Position: Country Manager

Achievements: Introduction and establishment of product and brand, building two-stage distribution network, implementation of large scale projects (2 Megawatt), digitization price lists

SunTechnics (07/2008 - 10/2011, Küsnacht)

Industry: Energy, photovoltaics

Position: Manager Sales & Marketing, Quality Manager

Achievements: assembling and commercialization enerbus, Solar campaign Graubünden, rebuilding website, organizing trade fairs (Berne, Fribourg, Barcelona), ISO-certification 9001

hcsa (09/2007 - 06/2008, Fribourg)

Industry: Infrastructure

Position: Junior Consultant

Achievements: Market entry German speaking Switzerland