

Andreas Dobler

Swiss with Lithuanian roots, born on the 30th of March 1994

HSG Master's graduate in Business Innovation with experience in tech consulting, B2B Sales, and design thinking. Certified in various tech management domains. Champions customer-centric approaches, excelling in bridging teams for unified goals and potential maximisation. Renowned for innovation and analytical skills.



► Professional Experience



Continued education and travelling

Nov. 2023 – Today

Took some time off to invest in my continued education while travelling through Southeast Asia. Learned Python programming (cert.) and completed various tech management certifications (scrum master, scrum product owner, and requirements engineer).



iundf MT, Zurich, Switzerland

Mar. 2023 – Oct. 2023

Specialised consultancy in the marketing technology domain with 25 employees.

Sales & Partner Manager, Full-time

Responsible for acquiring new clients through consultative selling and intensifying the collaboration with Technology Partners as a one-person show in both roles. Had a sales target of 1.4 Mio. CHF for 2023.

- **Spearheaded sales department:** Won a long-term consulting mandate (2 projects) at a significant player in the tourism industry and led an RFP for a major Swiss bank. Established new relationships with key stakeholders (approx. 100) across industries by consultative selling.
- **Established new sales process:** Drove agility and established a new sales process from scratch.



Netlight Consulting AG, Zurich, Switzerland

June 2021 – Feb. 2023

IT consultancy with over 2.000 employees in Europe but a startup with 20 (50 when I left) employees in Switzerland providing a full range of IT consulting services.

Engagement Manager, Full-time

Hybrid role with responsibilities (not shared) in project management, account management, and B2B sales. Acquiring new clients (no sales target) and taking ownership of the mandate as project manager, ensuring deliveries exceed expectations. Got promoted from business analyst to associate consultant.

- **Key client acquisition:** Acquired a major Swiss retailer as a new client from scratch. The mandate was strategic guidance in the client's GCP cloud transformation. The delivery exceeded expectations and raised positive attention from Google. The client is now Netlight Zürich's second-biggest client.
- **Building Bridges:** Booked and executed approximately 5 weekly pitch meetings with (new) key (c-level) stakeholders across industries. Established long-term relationships that led to a pipeline of approx. 40 deals and offers, enabling Netlight Zürich to expand rapidly and with high utilisation rates.



SAP (Switzerland) AG, Zurich, Switzerland

Aug. 2017 – May 2021

German multinational software company and a world leader in ERP solutions.

Account Executive in Training (Master's Degree Candidate), Part-time 70%

Responsible co-account manager for 2 major Swiss banks. Executing (c-level) client-facing workshops, presentations and meetings. Developing sales strategies in a global team.

- **Strategic market entry and growth:** Took the responsibility as an Account Manager for a client in the banking sector, incl. closing multiple deals with a 6-digit total value and delivering above expectations.
- **Intrapreneurship:** Winner of the SAP intrapreneurship award with a solution to fight global warming with the help of technology.



Bel-Vie Classic Boat Club, Zurich, Switzerland

Apr. 2019 – Sept. 2020

Head of Sales and First Skipper, Part-Time 30%

Scaling a startup from scratch.



Zürcher Kantonalbank, Zurich, Switzerland

Feb. 16 (fixed-term)

Internship, Full-time

First Banking Experience with a rotation program.

► Education



University of St. Gallen, St. Gallen, Switzerland

Feb. 2019 – Dec. 2022

Master of Arts in Business Innovation, Part-time while working at Netlight, SAP and Bel-Vie, GPA of 5.23
Master Thesis: Digital Resilience in the Insurance Industry (Grade: 5.75).



University of St. Gallen, St. Gallen, Switzerland

Sept. 2014 – Dec. 2018

Bachelor of Arts in Business Administration, Part-time while working at SAP and ZKB, GPA of 4.63
Bachelor Thesis: Innovation in Banking (Grade: 5.25).

► Key Skills

Strategic & Management

Innovation Management

Project Management

Requirements Engineering (Cert.)

Digital Transformation

Business Analysis

Technical & Analytical

Python Prog. (Cert.)

Tableau

Microsoft Power BI

Data Analytics

Artificial Intelligence

Analytical Thinking

Microsoft Office Suite

Sales & Communication

B2B Sales

Account Management

Pitching

Consultative Selling

Collaboration & Innovation

Design Thinking (Cert.)

Intrapreneurship

Scrum Master (Cert.)

Scrum Product Owner (Cert.)

Agile Methodologies

► Certifications



Design Thinking Consultant

June 2020

SUGAR Global Innovation



Scrum Master (PSM I)

Nov. 2023

Scrum.org



Requirements Engineer (IREB-CPRE)

Jan. 2024

SAQ Swiss Association for Quality



Python Programmer (PCEP)

Nov. 2023

Python Institute



Scrum Product Owner (PSPO I)

Nov. 2023

Scrum.org

► Projects



Resilyou App (Startup), St. Gallen, Switzerland

Sept. 2019 – Jul. 2020

Co-Founder

Mental health app designed using the design thinking methodology. Received a funding of 500.000 CHF.



Namics, St. Gallen, Switzerland

Feb. 2019 – Jul. 2019

Co-Author **Insurance Study**

A study examining the degree of digitalisation in Swiss insurance companies.

► Languages



German ●●●●● Mother tongue



English ●●●●● Cambridge C2 Proficiency



French ●●●●● Advanced

► Interests



Diving (PADI Rescue Diver)



Sailing



Yoga

► References

Gladly, upon request.