

Erik Marian Robert Werner Schwarzer

Käthe-Niederkirchner-Str. 32 | 10407 Berlin

mobile: +49 170 960 18 12 | EMail: erik@escbln.com | Website: <https://escbln.com>

Profile

Sales expert with 20+ years of experience, including 15 in leadership roles, focused on digital solutions, system integration, and e-commerce. Combines consultative selling with strategic thinking and trust-based customer relationships. Brings entrepreneurial mindset and executional strength, backed by clarity, drive, and reliability in the sales process.

Professional Experience

Senior IT Sales Manager

elio GmbH | 06/2025 – present

- Rethought sales strategies in the IT environment and identified e-commerce potential
- Positioned innovative technologies such as HCL Unica+ and synQup in initial outreach efforts with companies like ASSMANN Digital and Choice AG

Co-Founder & Managing Director

duke. Technology GmbH | 10/2021 – 08/2024

- Scaled a digital vehicle rental platform
- Established efficient operations and automated processes

COO / VP Business Development

miet24 GmbH | 05/2019 – 05/2022

- Strategic repositioning and digitization of core processes
- Built profitable products & sustainable sales models

Head of Sales

SuperVista AG | 06/2018 – 04/2019

- Built in-house sales and call center teams
- Acquired optician partners in the DACH region
- Role was dissolved as part of internal restructuring

Business Development Manager

shyftplan GmbH | 01/2018 – 06/2018

- Prepared strategic key accounts (e.g., Siemens, Symrise)
- Role remained unextended due to shifting internal priorities

Global Business Development Manager

AirHelp Ltd. | 04/2016 – 08/2017

- Responsible for German market entry
- Established strategic partnerships in the travel industry (e.g., Ypsilon.net, Fly.de, JT-Touristik)

Founder & Managing Director

Berlin Consulting UG | seit 09/2013

- Sales consulting and strategy for startups and SMEs

Additional Roles

- Director Sales | Locazon GmbH | 2011 – 2013
- Head of Sales | DISCOUNTO GmbH | 2010 – 2011
- Team Lead Sales | erento GmbH | 2008 – 2010

Education

Retail Management Apprenticeship

Marktkauf Fürth & Intermarché Kaarst | 09/1998 – 07/2000

Focus: Retail management, logistics, HR

Skills & Tools

- **CRM:** Salesforce, Zoho CRM
- **Systeme:** MS Office, Linux, ERP systems
- **Core Competencies:** B2B sales, consultative selling, relationship building, digital transformation, Business Development, system integration

Languages

- German: Native
- English: Fluent