



Robert T. Augst

Technical Account Executive & more

Team Player, Fast Learner, Self Starter

Languages: German (native), English (C2), Spanish (C2)

Experience in supporting strategic customers as the link between sales and technology. Responsible for solution-oriented consulting, translating technical requirements into business value, and developing long-term customer relationships. Confident in dealing with complex products, stakeholders, and decision-makers.

✉ cv@robert-augst.com

🌐 robert-augst.com

Education

B. Sc. Transport Economics

Technical University of Dresden
2010 - 2014

Learning business, micro- and macroeconomic fundamentals and their application in transport economics disciplines.

M. Sc. Transport Economics

Technical University of Dresden
2014 - 2016

Consecutive Master's program in Tourism to deepen and extend acquired knowledge, completed with a Master's thesis.

Experience

Solution Architect (Sales Enablement)

2023 - Present



Sikom

📍 Germany

- Sales support for contact center software (workshops, demos)
- Solution designs for customer projects and tenders
- Liaison between sales and technology
- Calculations, training, and documentation

Sales Engineer Cloud Operations / Security - SaaS

2019 - 2023



Oracle

📍 Spain

- Sales support in tenders for Cloud and SaaS solutions
- Entry-level workshops on cloud architecture, operations, and compliance
- Technical and commercial contact person throughout the entire sales cycle
- Internal team coordination and mentoring

EMEA Business Development Juniper Networks

2017 - 2019



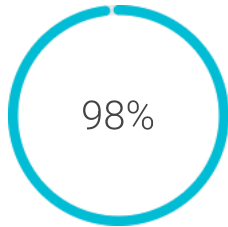
Webhelp

📍 Spain

- B2B sales support for Juniper Networks (EMEA)
- Lead generation and pipeline management
- Marketing campaigns, webinars, and events
- High-level consulting on network and cloud technologies

Skills

Top Skills

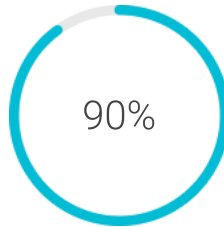


98%

Business Development

Expert, 8 years

End-to-end B2B lead generation from identification, nurturing, to appointment setting in multichannel campaigns.

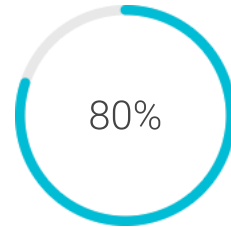


90%

Cloud Computing & Security

Expert, 6 years

Sales support for cloud security and -operations under regulatory requirements in enterprise environments.



80%

Premium Contact Center Solutions

Advanced, 3 years

Analysis of customer requirements and translation into customer value through tailored contact center solutions.

Other Skills

MICROSOFT OFFICE

ORACLE SAAS CLOUD

ORACLE CLOUD INFRASTRUCTURE

CLOUD SECURITY

CYBERSECURITY

NETWORKING TECHNOLOGIES

OBS STUDIO

SALESFORCE

SLACK

ZOOM