



HENNING HOMEIER

Account Executive

PERSONAL INFORMATION

- 📍 03.02.1994 in Stadthagen
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WORK EXPERIENCE

- 10/2025 – today
● **ENTERPRISE ACCOUNT EXECUTIVE** 📍 HOME OFFICE (DE)
CHG-MERIDIAN AG, Weingarten
 - ✓ Financial and asset lifecycle management services
 - ✓ Customer acquisition and relationship management for selected large enterprise accounts
 - ✓ Revenue responsibility exceeding \$10,000,000 LO
- 10/2024 – 10/2025
● **ACCOUNT EXECUTIVE** 📍 HOME OFFICE (DE)
Commvault Systems GmbH, Frankfurt
 - ✓ SaaS and on-premises backup and recovery products
 - ✓ Customer acquisition and client relationship mgmt.
 - ✓ Revenue responsibility exceeding \$500,000 ACV
 - ✓ Comprehensive partner and reseller management
- 07/2019 – 09/2024
● **SENIOR SALES MANAGER** 📍 HOME OFFICE (DE)
Betterspace GmbH, Kassel
 - ✓ SaaS product for hospitality and healthcare sectors
 - ✓ Customer acquisition and client relationship mgmt.
 - ✓ Revenue responsibility exceeding \$1,000,000 ACV
 - ✓ Comprehensive partner and reseller management
- 01/2019 – 06/2019
● **ACCOUNT MANAGER** 📍 HOME OFFICE (DE)
euromicron GmbH, Hannover
 - ✓ Sales of highly customized software and hardware solutions in the public sector
 - ✓ Customer acquisition and client relationship mgmt.
 - ✓ Achievement of sales targets and revenue growth
 - ✓ Comprehensive partner and reseller management
- 01/2015 – 07/2018
● **ACCOUNT MANAGER** 📍 HOME OFFICE (DE)
goingsoft Deutschland GmbH, Schrobenhausen
 - ✓ Sales of highly customized software and hardware solutions for hospitality and healthcare sector
 - ✓ Customer acquisition and client relationship mgmt.
 - ✓ Achievement of sales targets (\$1,000,000 volume)
 - ✓ Comprehensive partner and reseller management

EXPERTISE

TOOLS & TECHNOLOGIES

MS Suite	● ● ● ● ●
MS Dynamics	● ● ● ● ●
Outreach	● ● ● ● ●
Bliro	● ● ● ● ●
Salesforce	● ● ● ● ●
HubSpot	● ● ● ● ●
6Sense	● ● ● ● ●
ZoomInfo	● ● ● ● ●
Lusha	● ● ● ● ●
Vidyard	● ● ● ● ●
Adobe Photoshop	● ● ● ● ●
Adobe After Effects	● ● ● ● ●
Stable Diffusion	● ● ● ● ●
Sony Vegas	● ● ● ● ●

ADDITIONAL SKILLS

Driver's License: Class B
Experienced with BANT, MEDDPIC and Command of the Message (Force Mgmt.)

LANGUAGES

German (native)	● ● ● ● ●
English (advanced)	● ● ● ● ●

- 06/2014 – 12/2014

●

JUNIOR ACCOUNT MANAGER

📍 Isernhagen (DE)

Roeschlau Komm. GmbH & Co. KG, Isernhagen

✓ Sales of customized software and hardware products in the hospitality sector

✓ Customer acquisition and client relationship mgmt.

ACHIEVEMENTS & KPIs

- 02/2020

●

AWARD FOR ROOKIE OF THE YEAR

Betterspace GmbH, Kassel

✓ Recognized for exceptional performance

✓ Surpassed quota by approximately 26%
- 12/2022

●

BEST PERFORMING IN THE FIELD

Betterspace GmbH, Kassel

✓ For outstanding performance during the pandemic

✓ Achieved 137% of annual quota in 2022
- 03/2025

●

OUTBOUND SUCCESS METRICS

Commvault Systems GmbH, Frankfurt

✓ Generated 78% of total pipeline and SQLs through outbound campaigns using Outreach

✓ Achieved 34% reply and 11% meeting booking rate

✓ Consistently met and exceeded quarterly targets
- 04/2026

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EARLY LARGE ENTERPRISE DEAL SUCCESS

CHG-MERIDIAN AG, Weingarten

✓ Closed a €3.3M enterprise deal within six months

✓ Secured numerous C-level meetings and workshops

✓ Established new relationships and advanced multiple million-euro opportunities in the pipeline

✓ Developed a game-changing outbound strategy that redefined enterprise outreach and achieved exceptional results in an AI-saturated market.

EDUCATION

- 08/2011 – 05/2014

●

APPRENTICESHIP

📍 Isernhagen (DE)

Roeschlau Komm. GmbH & Co. KG, Isernhagen

✓ Sales of customized software and hardware products in the hotel sectors

✓ Customer acquisition and client relationship management in B2B environment
- 2010 - 2011

●

ONE-YEAR VOCATIONAL SCHOOL

📍 Stadthagen (DE)
- 2004 - 2010

●

SECONDARY SCHOOL

📍 Helpsen (DE)
- 2000 - 2004

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ELEMENTARY SCHOOL

📍 Nienstaedt (DE)

CERTIFICATES

COMMVAULT CLOUD SALES PROFESSIONAL
10/2024

EXTREME NETWORKS SALES SPECIALIST (ESS)
03/2019

Overview
Switching
Software
Data Center
Smart OmniEdge

MIKROTIK
09/2013
Certified Network Associate

PRIVATE INTERESTS

Tech-savvy: AI, networking, PC systems, 3D printing
Fitness sports and hiking
Fishing club member since 2006
Solid wood furniture crafting
Traveling the world