

STEFAN EGGMANN.



SALES × TECHNOLOGY × ENTREPRENEURSHIP

Commercial professional with experience in consultative sales, customer service, digital marketing and entrepreneurship. I combine a customer-first sales mindset with hands-on experience building digital products.

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EXPERIENCE

SINCE 05/2026

Shop Sales Agent

Sunrise GmbH

Advising private and business customers on telecommunications solutions.

- Needs analysis, solution selling, new contracts and renewals, customer acquisition and telephone outreach.
- Additional operational responsibility, including support with shop coordination, cash management and team operations.

09/2024 - 12/2024

Digital Marketing Consultant

localsearch · Swisscom Directories AG

Consultative field sales for digital marketing solutions to Swiss SMEs.

- Analysed sales potential and customer needs; acquired new clients and advised existing accounts.
- Prepared and conducted customer visits, maintained CRM records and processed contracts.

11/2021 - 12/2022

Customer Coordinator, 24h Service

AXA Versicherungen AG

Multilingual customer support for vehicle, travel and assistance cases in a shift-based service environment.

- Advised customers in German, French, Italian and English and coordinated immediate assistance.
- Handled cases independently, recognised customer needs quickly and collaborated across service teams.

08/2020 - 01/2024

Insurance Intermediary

Helvetia Versicherungen

Advisory and sales support for private insurance customers.

FOUNDER & PRODUCT WORK

FOUNDER

nuevvo**E-Commerce · Brand · Growth · Operations**

Built and operated an e-commerce venture across storefront, catalogue, acquisition, payments, analytics, suppliers and fulfilment.

- Practical ownership of Shopify commerce, customer journey, SEO, tracking and operational delivery.
- Converted commercial results and challenges into structured founder learnings.

ACTIVE

Orbit Rush Ultra**Native iOS Product · Release pending**

Independent arcade product developed with SwiftUI and SpriteKit.

- Product iteration across gameplay, progression, Game Center, StoreKit 2, ReplayKit, sound and accessibility.
- App Store release pending until a verified public store link is available.

ACTIVE R&D

EGMX Quant**FinTech · Next.js · TypeScript**

Modular investment operating system exploring portfolio visibility, risk, strategy and decision-support workflows.

- Current MVP scope includes manual portfolio tracking, strategy scorecards, risk dashboards and paper-trading logs.
- Presented as technical R&D, not as financial advice or a performance claim.

EDUCATION & DEVELOPMENT

QUALIFICATION

Kaufmann EFZ

Extended basic commercial education, services and administration.

TECHNICAL LEARNING

Google Technical Support Fundamentals

Completed · October 2025

Microsoft Azure Fundamentals (AZ-900)

Exam planned · September 2026

CAPABILITIES

COMMERCIAL

Consultative selling
Needs analysis
Customer acquisition
CRM & pipeline discipline

DIGITAL

E-commerce operations
Digital marketing & SEO
Analytics & tracking
Product thinking

LANGUAGES

German
French
Italian
English

NEXT CHAPTER

IT · CLOUD · SaaS solution sales