

C.V.

Personal Information

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Date of Birth: 10.03.1980
Nationality: German
Marital Status: married / one child

Work Experience

Since 02/2022
Industry:
Position:

Quantinum GmbH (Germany, Munich)
Quantum Computing & Cybersecurity
Vice President Sales & Business Development

- Lead a team of 24 professionals direct and through line managers consisting of Enterprise and Mid-Market sales, Technical Solution Specialists, Partner Managers, Sales Operations, Evangelists and Sales Development
- Responsible for the global go to market with a focus on Europe, USA and Japan
- Growth achieved:
 - o 2022: 285% (\$2.7Mil to \$10.4Mil)
 - o 2023: 432% (\$10.4 Mil to \$55.4Mil)
- Development of a talent strategy and compensation plans
- Development and roll-out of a global partner strategy as part of the global GTM
- Setting of targets for the Quantinum's software division

03/2017 – 09/2021
Industry:
Position:

Arm Germany GmbH (Germany, Grasbrunn)
IoT Security and Device Management
Area Vice President EMEA
(Since January 2021)

- Leading a team of 17 dedicated professionals consisting of Sales Development Representatives, Account Managers/ Executives Mid-market, Enterprise Sales, Field Application Engineers and FAE/ Sales Managers
- Setting the strategy and executing on it for Arm's Pelion IoT Business in EMEA
- Building a high performing and scalable sales structure
- Being part of the extended global leadership team to help craft global strategies

Position:

- Leading the largest win for the organisation of \$80Mil TCV with a UK government customer; 3.5 years sales cycle
- Perform against 50% year on year growth targets; preparing the organisation for hypergrowth from 2022 with 100% year on year growth targets

**Director of Sales & Business Development EMEAI
(March 2017 – December 2020)**

- Developing the go to market strategy for EMEAI in accordance with the global strategy and goals
- Leading the worst performing team globally to the best performing within 2years, contributing 42% of TCV and 50% revenue to overall results
- Drafting and executing the EMEAI Channel strategy which was used as a template as global channel strategy
- Enhancing the offering to professional services to cater to expectations of Enterprises
- Setting in collaboration with the global marketing team the EMEAI marketing strategy
- Recruiting and training a dedicated team of sales managers, business development managers and field application engineers
- Meeting and exceeding design-win and revenue targets for the region

08/2009 – 01/2017

Industry:

Position:

**AvePoint Deutschland GmbH (Germany, Munich)
IT Infrastructure, Governance and Compliance
General Manager – Switzerland, Benelux and Nordics
(April 2015 – January 2017)**

- Motivating and driving a team of 27 people consisting of Sales Management, Sales Reps, Partner Management, Pre-Sales Engineers and Technical Account Manager towards the organizational goals
- Business planning for the assigned regions including projection on growth rates, marketing priorities, headcounts, SWOT analysis
- Driving strategic partnerships and accounts with the account teams
- Development of a new partner strategy for the region
- Member of the project team to design new compensation plans globally

Position:

**Senior Vice President Sales EMEA
(April 2014 – March 2015)**

- Managing a team of Directors to drive the entire sales team in EMEA (42 people)
- Performance against target: 98%
- Business planning for the assigned regions including projection on growth rates, marketing priorities, headcounts, SWOT analysis
- Project: Establishment of a Telemarketing team in Shanghai

Position:

**Vice President Enterprise Sales EMEA
(January 2014 – March 2014)**

- Project: Development of a new career structure for sales

Position:

**Director Enterprise Sales DACH & Nordics
(January 2013 – December 2013)**

- Managing and driving the DACH and Nordics Enterprise Sales team towards targets and growth
- 5 out of 6 Enterprise Reps were on or above target
- Performance against target 101%
- Introduction of a new incentive system to drive sales
- Strategic Sales Planning for DACH and Nordics

Position:

**Manager, Enterprise Sales DACH
(January 2012 – December 2012)**

- Full responsibility for the DACH Sales Team (5)
- Sales Planning for the DACH Region
- Performance against target 103%
- Win of the first services deal globally with a large client, help setting up the services unit locally

Position:

**Enterprise Sales Teamleader
(February 2011 – December 2011)**

- Working towards a personal and a team quota (one team-member)
- Performance against target 135% against individual and 75% against team quota
- Outperformed a second DACH team consisting of three members in overall bookings
- Growth rate of more than 100% in the assigned territories

Position

**Enterprise Sales Executive
(August 2009 – January 2011)**

- Responsible for hitting individual quota and selling AvePoint solutions in DACH
- Performance against target: 131%
- Won the largest deal in EMEA at about 1 Mil USD

02/2009 – 07/2009

Industry:

Position:

Aonix GmbH (Germany, Ottobrunn)

Software Development Tools

Regional Sales Manager, Central and Eastern Europe

01/2006 – 01/2009

Industry:

Trolltech ASA (Norway, Oslo)

Software Development Tools

Position:	Senior Sales Executive
05/2004 – 12/2005 Industry: Position:	Macromedia Inc. (Scotland, Edinburgh) Web Development Tools and Application Software Sales Advisor
10/2002 – 04/2004 Industry: Position:	Manpower / ibm.com (Scotland, Greenock) IT Hardware and Software Customer Service Representative
06/2001 – 09/2002 Industry: Position:	Betomax GmbH & Co. KG (Germany, Neuss) Building Supplies Export Sales Clerk
Professional Training	
08/1998 – 06/2001 Industry: Position:	Betomax GmbH & Co. KG (Germany, Neuss) Building Supplies Industrial Businessman
Extra Qualifications	
01/2023 Qualification	TUM Institute for LifeLong Learning Completed certification program “Quantum Technologies”
08/2007 – 11/2008 Qualification:	London Chamber of Industry and Commerce LCCI IQ Diploma in Selling & Sales Management
08/1999 – 07/2000 Qualification:	Deutsche Gesellschaft für Qualität (German Association of Quality) Certified DGQ Quality Assistant
08/1998 – Today Including:	Several Sales Trainings sponsored by previous employers Miller & Heiman Strategic Selling, Presentation Classes, Active Listening, Buyer Psychology, etc.

Education

09/2018 – 10/2020

Qualification

**Fachhochschule für Ökonomie und Management
(University of Applied Science)**

Master of Business Administration

09/2009 – 02/2013

Qualification:

**Fachhochschule für Ökonomie und Management
(University of Applied Science)**

Bachelor of Arts in International Management

09/1997 – 07/1998

**Wirtschaftsschule R. Welling GmbH
(Economic School)**

08/1990 – 06/1997

**Städtische Realschule für Jungen und Mädchen Kaarst
(Secondary Modern School)**

08/1986 – 06/1997

**Gemeinschaftsgrundschule Kaarst Büttgen
(Primary School)**