

JEF HASANOV

ENTERPRISE SaaS SALES | ACCOUNT EXECUTIVE | BUSINESS DEVELOPMENT

Glattbrugg, Switzerland | +41 78 245 10 79 | jef_hasanov@hotmail.com

PROFILE

Enterprise SaaS sales professional with a proven track record in the Swiss B2B market. Achieved 117% of 2025 sales target at rexx systems, generating ~EUR 350k in revenue against a EUR 300k quota and winning 13 new customers with deal values of ~EUR 11k-90k. Experienced in complex 4-8 month sales cycles from discovery and solution consulting through product demonstrations, proof of concept, C-level negotiation and contract closure. M.Sc. in Business Consulting & Digital Management; currently pursuing an MBA in Cyber Security Management.

SALES PERFORMANCE

117% 2025 target attainment	~EUR 350k 2025 revenue	13 new customers	EUR 11k-90k deal values
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PROFESSIONAL EXPERIENCE

Sales Manager - Enterprise SaaS Solutions | rexx systems Schweiz AG01/2024 - 05/2026

Switzerland | HR Technology / Enterprise Software

- Exceeded 2025 annual sales target: ~EUR 350k revenue against a EUR 300k quota (117% target attainment).
- Won 13 new customers in Switzerland, closing SaaS deals ranging from ~EUR 11k to EUR 90k.
- Managed 4-8 month full-cycle sales from qualification and discovery through demos, PoC, proposal, C-level negotiation and contract signature.
- Advised enterprise prospects, key accounts and multi-stakeholder buying centres on HR technology, digitalisation requirements and solution fit.
- Led C-level pricing negotiations and supported SaaS/GDPR contract negotiations through closure.
- Translated customer requirements into tailored proposals and collaborated with Development & Operations on product requirements and enhancements.

Resource Consultant - IT Recruitment & Consulting | TechSearch AG04/2022 - 09/2023

DACH | Technology Recruitment / Client Consulting

- Consulted companies on critical IT hiring and talent acquisition across Switzerland, Germany and Austria.
- Managed ~30 qualified IT candidates per year for niche technology roles and successfully placed ~6 candidates per year.
- Steered recruitment processes from profiling and client matching through interviews and offer negotiation; built trusted enterprise client relationships.

CNC Programmer & Quality Specialist - Manufacturing Operations | Porsche AG08/2015 - 03/2022

Stuttgart | High-performance automotive manufacturing

- Worked in precision manufacturing for high-performance engine components, including cylinder heads for Porsche GT3 models.
- Consistently met ~99% of the highest internal quality requirements; optimised machining parameters, process controls and set-up procedures.
- Reduced defect/rework rates and improved output on selected production lines by stabilising critical production steps.

EDUCATION

MBA Cyber Security Manager | WBH Hochschule Darmstadt2026 - Present

Master of Science (M.Sc.) - Business Consulting & Digital Management | FOM Hochschule2020 - 2023

Bachelor of Arts - International Business Management | University of South Wales2016 - 2018

Multilingual Management Assistant | Europa Institut Reutlingen2013 - 2015

CNC Specialist / Metalworker | Gewerbliche Schule Metzingen2005 - 2008

CORE COMPETENCIES

Enterprise SaaS Sales • New Business Development • Full-Cycle Sales • C-Level Negotiation • Solution Selling • Consultative Selling • Strategic Account Management • Pipeline Management • SaaS Contract Negotiation • Pre-Sales / PoC • Stakeholder Management • HR Technology • Digital Transformation

LANGUAGES

German - Native / bilingual | English - Professional working proficiency