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## BIOGRAPHY

I am passionate about complex, technical products, services, and digital solutions that make the world a better place. My out-of-the-box thinking in digital transformation and process optimization helps companies increase their efficiency and ensure sustainable growth, surpassing old-fashioned methods. Through my numerous trade fair appearances and international travel-related activities based on my language diversity, I have built an extensive B2B network in the SME and real estate sectors. These relationships and the cultivation of personalized customer connections reflect my holistic approach to business. The combination of sales excellence, leadership, digital innovation, empathy, and sustainable business management makes me a valuable partner for any future-oriented company.

# Constantin August Theodor Krimphove

## RENEWABLE ENERGIES

### Head of Digital Sales

**currently | Sonnvolt GmbH & Co. KG**

- EPC Contractor for Solar and Smart Grid solutions
- Development of Innovative Digital Sales Strategies
- Leadership of the Digital Sales Department
- Surpassing Traditional Sales Methods

### Head of Sales

**2023 - 2023 | InterG Plus GmbH**

- Managing End-to-End Engineering, Procurement, and Construction of Advanced Smart Grid and Solar Energy Solutions
- trade fair appearances, brand presence and marketing.
- Leadership of the Sales Department

### Sales Manager

**2022 - 2023 | Otovo GmbH**

- Technical Planning and Sales of Solar Energy Projects, EV Charging Solutions, and Battery Storage Systems
- Winning global sales awards regularly
- providing sales coachings

### Sales Manager

**2021 - 2022 | Enpal GmbH**

- Technical qualifying and Sales of Solar Energy Projects, EV Charging Solutions, and Battery Storage Systems
- Pitching projects to the C-level and testing new strategies
- winning sales awards regularly

## GREEN IMPACT ACHIEVEMENTS

- Contributed to an annual reduction of 6.769 tons of CO2 through direct sales achievements, involving over 2.000 solar projects.
- Design and execution of events with emission protection concepts and ecological education for up to 12.000 guests.
- EU patent application for a sustainable phyto-inhalation process.
- Successfully secured 1.080 memberships for Germany's largest environmental protection organization.

## LANGUAGES

German	●●●●●
English	●●●●
Dutch	●●●●
Italian	●●
Spanish	●●

## SKILLS

- Technical Sales
- Leadership
- Process Optimization
- Digital Transformation
- International Networking and Market Expansion
- Digital Marketing and Branding
- Sustainability Integration
- Customer Relationship Management
- Data Analysis and Decision Making
- Fundraising

## SUSTAINABLE BROKERAGE

### Commercial Broker & Team Lead

**2013 - 2016 | BUND e.V.**

- Public Relations for Environmental Conservation Projects
- Organization and Management of Trade Show and Event Operations
- Team Lead for Cold Outreach Membership Recruitment

## MARKETING & EVENT

### Event & Club Management

**2017 - 2019 | YAAM Berlin (KULT e.V.)**

- Development of Event Concepts
- Development of Sustainability Concepts
- Acquisition of Ethical Sponsors
- Application for Cultural Grants
- Development of Marketing Strategies
- In charge of Media Relations

### Event & Club Management

**2016 - 2017 | ADAGIO Ent. GmbH**

- Development of Event Concepts
- Development of Sustainability Concepts
- Night Management
- Accounting
- Development of Marketing Strategies

### Artist Booking Agent

**2016 | F-Cat Productions GmbH**

- Marketing of international artists
- Production of European tours
- Trade fair and event deployments
- Artist Care

## INTERESTS

AI, Blockchain, Real Estate, ESG,  
Global Development, Economics,  
Wind and Watersports, Writing,  
Dancing, Nature, Music, Art

## ENGAGEMENTS

- Tutor for Digital Sales (IHK course)
- Berlin Clubcommission e.V.
- August Bebel Akademie gGmbH
- BUND Berlin e.V.
- KULT e.V.

## Ausbildung zum Veranstaltungskfm.

### 2016 - 2018 | OSZ Wirtschaft Potsdam

- Organization of Europe Day
- Project Days on Sustainable Festival Economy
- Collaboration with the Potsdam Institute for Climate Impact Research

## PROJECTS

### Establishment

2024 Krimphove Consulting LLC Tiflis, Georgia

### Business Plan, Fundraising

2022 Trade Representation for Renewable Energy Projects

### Business Plan, Branding, Fundraising, Patent Application

2019 Retrosteam Krimphove Küttner GbR

### Sustainability Strategy

2018 dGram GmbH