

# Sarah Pflug

Lisbon

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## Professional Summary

Energetic, warm-hearted professional with a background in law and a strong passion for building connections with people. I combine precision and structure with emotional intelligence and an intuitive sense for customer needs. Known for my positivity, drive, and open communication style, I bring both clarity and enthusiasm to every team I join.

## Experience

CNSLT Partners  
**Sales Development Executive**

*Sep. 2025 – Present*  
Lisbon, Portugal

- Leading three campaigns in the Data and AI sector
- Key account management including direct client communication and ongoing coordination
- Responsible for cold calling, lead qualification and meeting scheduling
- Supporting onboarding of new team members and guiding them through campaign structures

Teleperformance  
**Sales Support Specialist – Project Insulet**

*Aug. 2024 – Aug. 2025*  
Lisbon, Portugal

- Verified payment status for self-pay customers before authorizing medical product orders
- Communicated with customers and health insurance providers to resolve open questions
- Coordinated with internal departments and external partners to ensure smooth order processing
- Accurately documented all case activity in internal systems
- Supported the international Insulet (Omnipod) project in the healthcare sector

PixelFree Studio UG  
**Business Development Manager**

Nov. 2021 – Jul. 2024  
Germany

- Communicated professionally with clients, vendors, and internal departments
- Represented the company at trade fairs and networking events, generating qualified leads and partnerships
- Independently handled administrative tasks in a fast-paced environment
- Maintained structured documentation and information flow within the team

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Meridiem Finanz GmbH  
**Team Leader (Debt Recovery & Customer Retention)**

Jul. 2020 – Oct. 2021  
Germany

- Full responsibility for operations of an in-house debt collection office
- Negotiated payment arrangements and settlements with clients up to €20,000
- Designed and implemented strategies to reduce defaults and win back clients

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Easy Fitness GmbH  
**Sales Assistant (Part-time)**

Apr. 2014 – May 2016  
Germany

## Education

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FOM Hochschule f"ur Oekonomie & Management  
**Bachelor of Laws (LL.B.) in Business Law**

Oct. 2020 – Mar. 2022  
Germany

Abegg & Abegg Rechtsanw"alte  
**Vocational training as legal assistant  
(Rechtsanwaltsfachangestellte)**

Aug. 2017 – Jun. 2020  
Germany

## Skills

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### CRM & Sales Tools

Salesforce, HubSpot

### Productivity & Project Management

Jira, ClickUp, Slack

## **Office Tools**

Microsoft Office Suite (Word, Excel, PowerPoint, Outlook)  
Google Workspace (Docs, Sheets, Slides)

## **Languages**

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**German:** C2 – Native

**English:** B2 – Professional Working Proficiency