

# Sarah Pflug

Lisbon

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## Professional Summary

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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

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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
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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
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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 für Ökonomie & Management  
**Bachelor of Laws (LL.B.) in Business Law**

*Oct. 2020 – Mar. 2022*  
Germany

Abegg & Abegg Rechtsanwälte  
**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