

Adrian Haxhiaj

+ 43 (0) 676 / 61 73 774  
adrian.haxhiaj@gmail.com



**Adrian Haxhiaj** | Düreraugasse 18/2  
A- 1170 Vienna  
Austria

**DroneTalks**  
**Jobs**

Vienna, 13<sup>th</sup> December 2022

## Development & Consultant Manager

Dear Sir or Madam,

In the last 20 years, I was could collect very important and valuable experience and skills working as Sales and Business Development Manager for many international ICT corporations. In addition, running my own consulting company, I improved a lot my managerial skills and business development competences.

In short, let me present some major experiences and success stories:

- **Key Account Management** und **Acquisition of new customers in an international sales area.** With focus on DACH, Central, Eastern, South-eastern Europe and Russian Federation.
- **Strategic planning** and **Market development** using market, customer and competition analysis.
- **Strategic Partner Development** – Advisory and consulting tasks for decision makers during the selection process of new partners and employees from the region.

During these 20 years in the Sales and Business Development I could create a vast network of professionals from different fields and countries. It is for me a fantastic asset to be able to extend my business and be always updated on new development.

In the last four years, I am focused on the UAS sector collecting the necessary know-how and expertise in the fields of:

- Regulations. All EASA regulations on UAS
- SORA
- UAM
- U-Space/UTM

The very good relationship with UAS suppliers, associations, CAA, regional projects, makes me a competent partner for every company involved in the UAS business.

Adrian Haxhiaj

+ 43 (0) 676 / 61 73 774

adrian.haxhiaj@omega-connections.net

Colleagues and partners describe me as an open and friendly communicator, which is characterized by goal-oriented approaches and decision-making power. My multicultural background and many foreign languages are a valuable asset for doing business in the region where I am acting since today.

Yours sincerely,

Adrian Haxhiaj