



Robert T. Augst

Solution Architect & more

Team Player, Fast Learner, Self Starter

Languages: German (native), English (C2), Spanish (C2)

IT professional with several years of international experience in designing and implementing efficient business solutions. Skilled in identifying appropriate technological solutions for business requirements, prioritizing reliability, usability, and performance.

✉ cv@robert-augst.com 🌐 robert-augst.com

Education

B. Sc. Transport Economics

Technical University of Dresden
2010 - 2014

Learning business, micro- and macroeconomic fundamentals and their application in transport economics disciplines.

M. Sc. Transport Economics

Technical University of Dresden
2014 - 2016

Consecutive Master's program in Tourism to deepen and extend acquired knowledge, completed with a Master's thesis.

Experience

Solution Architect (Solution Designer)

2023 - Present

Solution Engineer (Pre-Sales)

Cloud Operations /
Security - SaaS

2019 - 2023

EMEA Business Development Juniper Networks

2017 - 2019

Sikom

Germany

- Pre-Sales for Contact Center software (workshops, demos)
- Solution designs for customer projects and tenders
- Technical coordination between sales and development
- Calculations, training, and documentation

Oracle

Spain

- Pre-Sales for Cloud & SaaS solution tenders
- Workshops on cloud architecture, operations, and compliance
- Technical contact throughout the sales cycle
- Internal team coordination and mentoring

Webhelp

Spain

- B2B sales support for Juniper Networks (EMEA)
- Lead generation and pipeline management
- Marketing campaigns, webinars, and events
- Consulting on network and cloud technologies

Skills

Top Skills



Business Development

Expert, 8 years

End-to-end B2B lead generation from identification, nurturing, to appointment setting in multichannel campaigns.



Cloud Computing & Security

Expert, 6 years

Technical pre-sales for cloud security and operations under regulatory requirements in enterprise environments.



Premium Contact Center Solutions

Advanced, 3 years

Analysis of customer requirements and translation into reliable contact center solution designs.

Other Skills

MICROSOFT OFFICE

ORACLE SAAS CLOUD

ORACLE CLOUD INFRASTRUCTURE

CLOUD SECURITY

CYBERSECURITY

NETWORKING TECHNOLOGIES

CONCEPTBOARD

SUSTAINABLE TOURISM

AIRPORT MANAGEMENT

LOGISTICS