

„Sustainable sales success is created when genuine relationships are built on clarity, trust, and consistent execution.“



Predictable sales success through clear strategies and disciplined execution



Sustainable customer relationships that drive growth and ensure long-term stability



Confident negotiation skills that lead to more successful closures and stronger deals



Annika Hantke
Strategic Sales & Account Management

People. Trust. Growth.
– Building Connections, Unlocking Potential, Celebrating Success.

Expertise



Extensive Experience in B2B Sales

– From customer acquisition to long-term client development



Strategic Sales & Key Account Management

– Building, developing, and expanding customer relationships



Cold Calling & Business Development

– Identifying & successfully acquiring new business opportunities



Negotiation & Closing Excellence

– Bringing deals to a successful conclusion



Team Development & Coaching

– Developing talent and empowering employees



Communication & Conflict Resolution

– With empathy, clarity, and persuasive communication skills.

Curriculum Vitae – Annika Hantke

▶ **Since 2026**

Riverstate International Consulting GmbH

Head of Strategic Accounts

Responsible for strategic sales and key account development, managing complex deals, supporting sales pitches and negotiations, coaching sales teams, and continuously improving sales quality and effectiveness.

▶ **2025 – 2026**

Riverstate International Consulting GmbH

Head of Sales

Accountable for sales strategy and performance, KPI management, the establishment of scalable sales structures, and team development.

▶ **2021 – 2024**

StepStone Deutschland GmbH

Account Managerin

Managed and developed existing customer relationships, facilitated workshops, and delivered strategic consulting services.