

David Savasci, Zuper GmbH - Dein Lieferservice für Lebensmittel in Wien



Juni 2014 – Heute Co-Founder Zuper - Groceries delivered in 2 hours!

Online platform to deliver your groceries from all your favourite supermarkets to your doorstep in as little as 2 hours! We are always looking for new partners where there is a fit. Feel free to contact us.

Mai 2013 – Mai 2014 Junior Manager Amaris

- worked tightly with Managing Director on several strategic projects like the opening of 2 new offices in Turkey and Greece
- optimised cost positions reducing costs by over 20k/year
- analysed the positioning of the company and its product offers and initiated a new sales approach with key suppliers (Cisco, EMC, Vmware, etc.) getting € 100k of funding for planned activities
- led the sales activity in Hardware & Managed Services and coordinating a team of 4 engineers generating revenue over € 140k
- investigated the market potential for products and created a business unit for Cloud Sales

Juni 2012 – August 2012 Consultant KARAT - diamond trading company

- analysed the business model and found new distribution channels which resulted in an increase in sales of diamonds by 180 % to € 265k
- investigated the perception of the potential customers towards the products and the company and developed a marketing strategy which led in 2012 & 2013 to a rise in clientele by 60 % p.a.
- improved the incentive contracts towards more performance driven compensation for the sales people

Februar 2012 – Mai 2012 Co-Founder & Managing Director 1756

- led a team of 2 sales representatives, who generated a revenue of € 18k with a respective EBIT margin of 25 %
- Management Buy-In and integration into the well-established beverage firm "Automatica GmbH"