

LASSE HAUPT

B2B Sales Closer | Entrepreneur

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LANGUAGES

German	Native ●●●●●
English	Fluent ●●●●●
Spanish	Fluent ●●●●●
Indonesian	Professional ●●●●○
Malay	Conversational ●●●○○
French	Elementary ●●○○○
Portuguese	Elementary ●●○○○

CORE SKILLS

- Consultative selling
- Discovery & qualification
- Objection handling
- Negotiation
- Appointment setting
- Team leadership
- B2B
- Multilingual communication

AVAILABILITY

Full-time when home.

DACH afternoons, UK evenings, US times, full Australian business day.

Freelance on commission

Paused during project-based rotations, with notice and a clean handover.

PROFILE

I am an entrepreneur and founder. I have run businesses and teams across countries, built a company and exited another, and stayed with client relationships through to a decision. I'm now putting that into sales, as a closer and setter for offers I can stand behind. On calls I listen first, I am straightforward, and I help people reach a clear yes or no, without pressure.

EXPERIENCE

Founder & Managing Director

Devicion LLC · USA · 2021 – 2026

- Founded and ran a software development house.
- Owned client relationships from the first conversation through to a decision: discovery, proposals, negotiation and follow-up. Deals <50k USD
- Hired, onboarded and led a team. Set priorities and stayed close to delivery.

Co-founder

BukitHub · Indonesia · 2022 - 2025

- Co-founded a co-working space that still operates today.
- Sold my shares and stepped back from operations.

Event Technician

Germany

- Set up and ran live events to hard deadlines.

Also: project-based FIFO rotations on Australian mine sites.

HOW I SELL

- I listen first, then I am direct about what I heard.
- I qualify on readiness, money and decision-maker before I present.
- I present only what is relevant to that buyer.
- I handle objections by returning to what the person already said.
- I make a clear ask.
- I accept a clear no, because a bad fit helps nobody

WHAT I'M LOOKING FOR

A freelance, commission-based remote closer seat — or a setter seat with a path to closer — on a coaching, agency or B2B offer with booked appointments, no minimum hours, and an agreed pause arrangement for project-based rotations. Open to a defined trial.