

ID-59565 SERGIO

Madrid, Spain

PROFESSIONAL SUMMARY

+ 5 years experienced consultative sales professional with customer-facing cross-functional expertise in saas-sales, business intelligence, embedded analytics Experienced in the full-sales cycle, from prospecting to deal closing. Capable of being adaptive to different fast-paced working environments. Highly motivated, coachable, resourceful with excellent public speaking and negotiating skills. A sociable person that takes initiative to get tasks done.

PROFESSIONAL EXPERIENCE

Freelance

Account Executive

Madrid, Spain

May 2020- Present

- Negotiation process and relationship building with C-level executives from different hospitals.
- Sales record:
 - Type of customers: Healthcare.
 - Deal size: €10000/deal.
 - Length of an average sales cycle: 6-8 weeks.

Bizneo

Account Executive

Madrid, Spain

Nov 2019- Apr 2020

- Product demonstrations through face-to-face or video conference meetings.
- Negotiation process and relationship building with C-level executives and technology stakeholders across Spain.
- Sales record:
 - Type of customers: Retail and hospitality.
 - Deal size: €1200/deal.
 - Length of an average sales cycle: 8-10 weeks.

Ontruck

Account Executive

Madrid, Spain

Jul 2018- Jul 2019

- Negotiation process and relationship building with C-level executives and stakeholders across Spain.
- Account management and upselling. CRM maintenance, upkeep, and related.
- Sales record:
 - Type of customers: Retail and logistics.
 - Deal sizes: €1000/month. Onboarded 4 new clients each month as required.
 - Length of an average sales cycle: 1-3 weeks.

Le Guide Noir

Head of Business Development

Madrid, Spain

Jan 2017-Jul 2018

- Leading the company's outbound strategy (prospecting and qualification processes)
- Management and coordination of the Sales Development Representatives team.

Sales Development Representative

Jul 2016-Dec 2016

- Identified and generated new sales qualified opportunities for the Account Executive team.

EDUCATION

IE BUSINESS SCHOOL

Master in International Relations

Madrid, Spain

Oct 2015-Jul 2016

UNIVERSITY OF VALLADOLID

Bachelor of Commerce

Valladolid, Spain

Sep 2011-Jun 2015

LANGUAGES

Spanish (Native). **English** (Advanced, Cambridge Advanced

Certificate). **ADDITIONAL INFORMATION**

Computer Skills: SaaS, Microsoft Office, Social Media, LinkedIn Sales Navigator, Google Ads, CRM, and Email marketing automation tools.