



# Patricia Pacheco

IT Client Partner · SaaS, Cloud & Data Solutions for Enterprise

Madrid, Spain

Date/Place of Birth: July, 1987. Madrid, Spain

## Summary

- Multilingual business leader with 10+ years of international experience across technology, energy, industrial, and consulting sectors. Demonstrated success in leading Cloud and SaaS transformations, building B2B sales strategies, and managing highvalue accounts in complex, fast-paced environments.
- Blends financial insight, client-focused innovation, and operational excellence to accelerate business growth and deliver measurable results.
- Passionate about enabling digital transformation through data-driven decision-making, scalable go-to-market execution, and meaningful client engagement at all levels of the organization.

## Experience

**EXPERIS (ManpowerGroup) – Global IT & Engineering Talent Solutions** **Dec 2023 - Jun 2025**  
 Madrid, Spain  
 STRATEGIC CLIENT PARTNER

- Oversaw the design and delivery of multi-cloud architectures for 15+ enterprise clients, accelerating migration timelines by 25% and achieving 20% YoY cost savings through the implementation of FinOps governance models.
- Managed a €1.5M strategic portfolio, surpassing revenue objectives by 15% through proactive value delivery, C-level engagement, and structured quarterly business reviews. Positioned cloud transformation as a lever for business agility, scalability, and long-term cost efficiency.

**GAME STRATEGIES | SAP-Certified Consulting Partner** **May 2019 - Nov 2023**  
 Madrid, Spain  
 INTERNATIONAL ACCOUNT MANAGER

- Led SAP-AWS SaaS rollouts for 25+ enterprise clients via SAP Partner team, overseeing full implementation lifecycle from pre-sales and scoping to deployment and post-go-live support.
- Integrated LMS and analytics tools to enhance user adoption, cutting onboarding time by 40% and increasing engagement by 30%. Coordinated cross-functional teams across IT, finance, and operations to align technical delivery with business needs.

**AYMING – International Business Performance Consulting Group** **Dec 2015 — Apr 2019**  
 Madrid, Spain  
 KEY ACCOUNT MANAGER

- Drove 20% market growth by expanding R&D consulting services to industrial and tech clients, identifying innovation potential and translating it into actionable funding opportunities. Spearheaded the design and sale of tailored R+D+i service packages, aligning with national and European funding frameworks (CDTI, Horizon Europe, etc.).
- Strengthened client retention by positioning innovation as a strategic growth driver, and reduced reporting cycles by 30% through the automation of technical and financial documentation.

## Skills

### Cloud & Data Technologies



AWS, Azure, Google Cloud, SaaS Integration, RPA, LMS, Big Data, Data Analytics, FinOps, Cost Optimization, Cloud Governance, Intelligent Automation, Kubernetes, Terraform, CI/CD Pipelines, API Management, BTP (SAP Business Technology Platform), Identity & Access Management, Cloud Security, Observability, Data Warehousing, DataOps

### Core Business & Strategy Competences



Business Strategy Design, International Business Development, Team Leadership, Key Account Management, C-Level Stakeholder Engagement, Go-to-Market Strategy, Data-Driven Decision Making, Commercial Excellence, Channel Development, Business Model Innovation, B2B Negotiation, Revenue Enablement, Customer Lifecycle Management

## Education

**Bachelor International Economics**  
 University Complutense of Madrid  
**Sep. 2005 - Feb. 2012**

**International Macroeconomics** · London School of Economics, UK · Jun.2010-Jul.2010

**International Business Administration** · Viadrina European University · Berlín, Germany · Sep.2010-Sep.2011

**ICEX-CECO - STC California, US**  
 International Trade (MBA)  
**Sep.2012 - Sep. 2014**

**International Business Essentials** · Stanford University, California, US · Oct. 2012-Apr. 2013

## Languages

### Spanish



### English



### French



### German

