

# **ID-52591**

Getafe – Madrid

25/05/1985

## ***Professional Profile***

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Dynamic electronics engineer with experience in an international sales environment. Proficient English speaker. Background in account management, negotiation, networking, CRM and customer support. Confident, driven engineer, with experience in selling, testing and assembling electronics components and systems. Company representative at international exhibitions.

## ***Work Experience***

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### **Feb 2018 - Currently      Capgemini España – Sales Executive**

Capgemini DEMS (Digital Engineering and Manufacturing Services), Global Business Line of Capgemini Group. Center of excellence in System Engineering, Physical Engineering, Software Engineering, Testing, Consulting services, AR/MR/VR Solutions, IoT, Asser Management.

- Customer portfolio management:
  - Main accounts are in Energy and Utility sector, Defense, Transport (Railway), Space, Industrial, Telco, Public Services.
- Prospection for new business in the market and current accounts (T&M, WP or WU)
- Commercial presentations
- Responsible for sales meetings, strategy plans and provide solutions together with technical team support.
- Capgemini DEMS representative in events, exhibitions, bidders meeting either external and internal, national and international.
- Rates and work package price negotiation
- Contractual management (Homologation as a provider, NDA's, Framework Contract)

### **May 2017 - Dec 2017      IP Ingeniería de Producción – Sales Engineer**

Regional account manager covering 2/3 of Spain and Portugal. Market prospection .Use of CRM for sales management. Coordination of agenda with suppliers and clients for reference visits to Holland and Germany. Customer support post-sales.

### **Dec 2016 – Apr 2017      Anglia - Field Application Engineer-ST, Cambridge**

Promote and offer support and guidance in the evaluation, selection and design-in of products from STMicroelectronics.

**Nov 2015 – Nov 2016      Laser SOS Ltd, Cambridge**

Laser Engineer. Laser redesign, assembly and testing. Customer Service. Demonstrating products to potential clients. Dealing with orders and suppliers.

**Feb 2010 – Nov 2015      Jamies’s Italian Restaurant & Carluccios Restaurant**  
Waiter and Customers Service (York and Cambridge)

**Jan 2009 – Jun 2009      SAS Control, Getafe, Madrid**

**Jun 2007 – Sep 2007      Fain Elevators S.A. Madrid**

**Jun 2006 – May 2007      Schneider Electrics S.A. Madrid**

## ***Education & Qualifications***

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**Sept 2010 - June 2013      Anglia Ruskin University, Cambridge, UK**  
**BEng (Hons) Electronics Engineering**

Modules included: Microelectronics, Control Systems, Microprocessor systems, Design Method and Technology project, Digital Systems and Power Control, DSP.

**Sept 2007 – June 2009      I.E.S. Satafi, Getafe, Madrid**  
**Ciclo Formativo Grado Superios in “Sistemas de telecomunicaciones e informatica”**

Modules included: CCNA (Cisco), Networking and communication technology, Business and Information Systems.

**Sept 2004 – June 2006      I.E.S. Satafi, Getafe, Madrid**  
**Ciclo Formativo Grado Medio in Equipos Electronicos**

## ***Key Skills***

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Extensive knowledge of many electronics devices/components on both digital and analogue:

STMicroelectronics, Toshiba, Panasonic, Intersil, Rohm...), IoT/M2M: Gemalto (GSM, LTE), ST & Panasonic (NFC, Bluetooth, Wifi modules).

Experience selling steel processing machinery for steel structurist, service centres, on / offshore, shipyards, wind tower clients. Account management of Kaltenbach, Tecoi, Zeman, HGG products.

Involved with projects related to Digital Transformation, Assets Management, Remote Assistance (Digital Worker), 3D modelling.

Languages: Spanish (native), English (C1-C2)

Full European driving license

