CURRICULUM VITAE

ID-50164 Joaquín

PERSONAL DATA

Address: 28660 Boadilla del Monte (Madrid)
Date of Birth: November 23, 1971
Driving license: B -1 (own car)

EDUCATION

- General Degree in Economics with specialization in International Economics and Development.
  Faculty of Economics and Business Administration (Complutense)

WORK EXPERIENCE

- June 2012-June2020 National Manager at Konica Minolta channel
  - Responsible for sales and distribution channel.
  - Sales management of printers and consumables.
  - Defining business strategy.
  - Management sales team, achievement of MBO parameters. -
  Relationship with wholesalers and distributors.
  - Plan Implementation and Forecast Sales

- Aug 2011-June 2012 National Account Manager B2B at Samsung
  - Responsible for direct sales.
  - Sales management of the full range of IT products (Laptops, Printers, Tablets, Monitors)
  - Customer Relationship final / Inditex, Repsol, BBVA, Santander, Iberdrola …

- June 2008-Aug 2010 National Responsible channel printing and O / A at Samsung
  - Responsible for sales and distribution channel.
  - Sales management of printers and consumables.
  - Defining business strategy.
  - Management sales team, achievement of MBO parameters.
  - Relationship wholesalers and distributors.
  - Implementation Plan and Forecast Sales yearly, monthly and weekly.

- July 2007-June 2008 National Responsible area Lectra parts and consumables (French multinational company and leader in cutting machinery)
  - Responsible for the profit and loss account of the division.
  - Address of power equipment.
  - Survey, monitoring and customer loyalty.

- November 2004-July 2007 Division Manager. Danka (Infotec).
  - Management sales nationwide flat machine, scanner, plotter, rapid prototyping machines, printers, software solutions, supplies and software.
  - Responsible for the profit and loss account of the division.

- Definition of marketing and sales plan.
- Launching new products.
- Development of promotional events and demonstrations.
- Reporting on competition and market analysis.
- Address of power equipment.
- Survey, monitoring and customer loyalty, sales support, product specialist in software solutions, wide-format and digital printing and 3d.
- Taught courses and support specialized sales force and technical.

- June 2003-July 2004 Consultant / Implanter Navision Attain. CADIA -consulting.
  - Consulting, Implementation and software sales Navision Attain, standard modules.
  - Sales and consulting solutions for classification, indexing and automatically capture large amount of information (Document Management).

- Aug 1997-Mar 2003 Manager. Micro Office.
  Company dedicated to the formation, reproduction and sale and rental of computer equipment, printing solutions, supplies and software.
  - Planning, development and control of three centers in Madrid.
  - Negotiating with suppliers and customers.
  - Production control, verifying the correct assignment of tasks, quality and deadlines.
  - Personnel management, controlling both its selection as their responsibilities and compliance with them (customer service personnel and commercial).

- Jan 1997-July 1997 Technical Advisory Workcenter
  - Planning and development of workplaces.
  - Computer system design.
  - Technical assistance and customer service.

- Sep 1996-December 1996 Professor at the Norwegian School of Economics and Business Administration in Bergen (Norway).
  - Imparting Spanish economics courses.

- 1990-1996 Student at SSI
  - Sale of computers, software and supplies.
  - Making hypertext manuals, desktop publishing and layout of several books for the publishing Auditorium.
  - Graphic designs for advertising companies.
  - Network Installation and Maintenance.
  - Illustrations for various publications.
  - Advanced Computer Training, 3D modeling and design companies and groups.

LANGUAGES

Fluent in English spoken and written. COU made in USA
Work experience abroad.

OTHER SKILLS

Software: DTP (Page Maker) Modeling (3D -Studio MAX) Design (Photoshop, Corel Draw)
Word Processors, Spreadsheets
Web Page Design (Different Browsers, Flash, Dreamweaver)