

# ID-59812 MIHAI



## Contact

Residence Madrid, España  
(open to relocation)



## Skills

### Dealing with clients & Inside Selling

- Accustomed in dealing with clients in the management of different projects and operational strategies, identifying, shaping and closing new business opportunities.

### Compliance, KPI's & Tech knowledge

- Development of internal and external relationships with stakeholders to ensure that they follow the policies and processes imposed. Technical knowledge about servers, storage, software, workstations & IT services.

### Sales Operations

- Dealing with everyday challenges arising between different Departments (OM&C, Accounts Payable, Procurement, SAP S/4HANA, ARIBA, etc), engaging E2E, daily contact with different Business Partners ensuring the continuity of their operations and assisting them through all their sales processes.

### Certifications

- Cyber Security Foundation - Professional Certificate (CSFPC). [CertiProf](#)
- Scrum Foundations - Professional Certificate (SFPC). [Certiprof](#)
- [IBM](#) Maximo Application Suite Sales Foundations.

## Languages

English: Full professional language skills.  
2016 Cambridge Certificate in Advanced English (Level C1).

Spanish: Native language.  
Romanian: Native language.

## Further information

- Social interests. I've been collaborating with different NGO's in helping homeless people.
- Passionate about sports. I regularly practice football, paddle, swimming, cycling, trekking.
- Full travel availability.
- Driving license and own vehicle.



## Profile

I consider myself a motivated, persistent person, with a lot of desire to work and learn, growth attitude, confident, team player at my best, partner, innovating and acting with uncompromising integrity, encouraging communication, looking beyond the competition, responsible, believing in bold moves, committed, flexible, embracing courage over comfort, exercising healthy impatience, always pushing for better, enthusiast, determined, entrepreneur, with eagerness of implication and positive attitude.



## Work Experience

Today

2022 (Ene)

### POWER SOLUTION

Role: Global Key Account Manager of software and services portfolio. Commercial profile with a strong technical component. In charge of validating and managing the technical aspects of the sale of a service and / or a technological product, making demos and POC's, prospecting market for new business, inbound and outbound cold calls-emails-meetings, designing business cases, sales strategies, cross working with product owners, IT engineers.

2022 (Dic)

2020 (Mar)

### SEMIC

Role: Operations Coordinator & Inside Sales| Managing the operations of a joint venture formed by 5 different companies: SEMIC, SPHERA TI, AVENET IT, DATEK SISTEMAS, TAISA, handling the day-to-day activities that ensure smooth, efficient businesses processes and functions with task-tracking and project management approaches, planning purchases and sales, negotiating services, software & hardware IT contracts, coordinating the business budget, defining KPI's, being the key contact between clients, partners, wholesalers and their business, sourcing new sales opportunities through inbound lead follow-up and outbound cold calls and emails, forecasting, prospecting market, etc.

2020 (Mar)

2018 (Mar)

### HEWLETT-PACKARD ENTERPRISE

Role: EMEA Inside Sales. Executing operational activities related to budget, price, configuration, order management process, billing, tenders, framework agreements and contract management (IP&IT) to ensure that public sector sales orders are completed satisfactorily from budget to delivery. Providing strategic and operational direction for specific client accounts serving as a key point of contact promoting strong partnerships. Assisting Sales Team during the whole sales process, analyzing metrics, analyzing prices, advising on partner strategies and alliances, etc.

## Other experiences

Today

2015 (Dec)

Member of "Fundamento Jurídico" Association of the Law Faculty UCM, performing research tasks and drafting contemporary legal articles (today).

2017 (Jun)

2015 (Oct)

Mentor within the framework of the Mentoring Program of the Complutense University, carrying out tasks related to orientation and academic support to the new admitted.



## Academic background

2020 (Apr)

2018 (Sep)

### **Official Master's Degree in Business Administration**

Camilo José Cela University

2018 (May)

2017 (Sep)

### **Official Master's Degree in Legal Business Advice**

Carlos III University of Madrid

2017 (Jun)

2013 (Sep)

### **Bachelor's Degree in Law**

Complutense University of Madrid

2013 (Jun)

2010 (Sep)

### **Baccalaureate (evenings)**

Mariano José de Larra High School (Madrid)