



**ID-58384 JORDI**

KEY ACCOUNT MANAGER

## PERSONAL PROFILE

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Extremely motivated to grow professionally and keep developing my skills in a fast and dynamic company.

## CONTACT

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 Samalús - Barcelona

## SKILLS

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- Communication and Negotiation Skills.
- Comfortable in team and individual work.
- Capacity to work under pressure.
- Communicative, Dynamic, Optimistic and Persistent.
- Entrepreneur.

## EXPERIENCE

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### **Vaton Energy, Key Account Manager**

OCT 2020 - CURRENTLY

Management of key accounts helping them in the transition to Renewable Energy models, to save energy costs.

- Search for potential customers.
- Development of the sales plan and commercial strategy with the General Manager.
- Open and development of potential business lines.
- Negotiation and closing project opportunities.

Projects open first year 6,000,000€ with a 10% -15% closing forecast. (Sale closing cycle 6 months - 1 year)

## EDUCATION

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CFGS Finance and Administration

CFGS IT

## COURSES

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**Sales Techniques:** Vallue Salling Training, by Idexcorp for all sales representatives.

Digital Marketing - **The Power MBA (In progress)**

## LENGUAGES

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Spanish: Fluent

Catalan: Fluent

English: C1

## ACHIEVEMENTS

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**Técnicas de Filtración:** Area sales expanded by **8%** through product penetration, new leads, and dealer collaboration.

**Vaton Energy:** Projects opened first year **6,000,000€** with a forecast of closing **10% -15%**.

## EXPERIENCE

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### **Técnicas de Filtración S.A, Key Account**

MAY 2008 - 2018

Management of key accounts for the delivery of solutions based on customer needs. In charge of maintaining a strong and constant sales flow improving business relationships, representing the Versa-Matic brand, IDEX Corporation's product line.

[www.idexcorp.com](http://www.idexcorp.com)

Responsibilities:

-Responsible for managing sales growth with in key National accounts as well as managing relationships with Regional and Distributor accounts (Levante, Aragón, País Vasco).

-Consistently exceeded sales budget and goals.

-Established strong dealer relationships to gain preferred product positioning and provide business and marketing council to ensure the maximum sales potential.

-Expanded area sales by 8% through new product penetration and distributor collaboration.

Previous position, **Technical Sales:**

I generated my leads portfolio using lead generation methods and managed 25 accounts while consistently reaching sales goals and objectives.

### **SAGE, Technical Sales**

JUN 2007 - ABR 2008

Consultative Sale of Services and Business Management Software for small and big companies.

Active search for new leads to increase the portfolio.

Implementation of management systems (CRM) analyzing the needs of each customer improving the management of companies.

Sale of training courses, Help Desk packages.

## HOBBIES

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Sports, read and learn constantly.

## EXPERIENCE

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### **JD SPORTS LONDON (UK), Sales Manager**

ENE 2005 - MAY 2007

Shop in Oxford Street London, dedicated to the sale of clothing and accessories is one of the most important chains in the United Kingdom, [www.jdsports.co.uk](http://www.jdsports.co.uk)

In coordination with the General Manager, management of the hot sale points.

Customer loyalty, sale of exclusive loyalty card services.

Responsible for organizing shifts and in charge of 6 people.

### **DARP (Departament Agricultura Ramaderia i Pesca) Generalitat de Catalunya, Technical IT.**

ENE 2004 - ENE 2005

General Maintenance of Computer Systems, Installation of licenses, resolution of incidents.

User Control.