

## Sales Hunters - Candidate Report

Name: Javier C.

Skills	Low		High	
	1	2	3	4
<b>Effective communications</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>Customer Orientation</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>Creativity and Curiosity</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>Interpersonal abilities</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>Negotiation Skills</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>Perseverance</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>Team worker</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>Motivation</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Javier has more than ten years of working experience selling technological products, he had a Computer System Engineering Degree and all his professional experience was focus on sales. He started leading a family business based on installation of safes and security systems, he was 6 years but he wanted to learn and grow in another company and he decided to join in MMA Futura Servicios Integrales Tecnológicos, dedicated to the deployments of ITC solutions, he started as B2B Inside Sales Specialist and then he was promoted to Main account manager; due to his performance he was called by his ex-director and asked to join Oracle as B2B Inside Sales, he was in charged to build a team to sale software's and hardware's solutions to business enterprises and to increase the company's annual turnover, it was a great experienced but he was called to join Microstrategy as a B2B Team Leader Telemarketing and Telesales of enterprise software's platform for business and mobile intelligence applications. After two years he was called to join LinkedIn as B2B Head of Sales for new enterprise Business in Spain,

he had to recruit, on board and train this new inside sales team and it was a great experience but as he become father he had to leave the company because he couldn't travel as much as he did. Now he is on Teleperformance, leader in BPO of Cx management and contact centers as Business Development Manager leading inside sales team.

We consider is a good profile to be interviewed as he has a technical background and experienced on B2B markets, he handled insides sales teams and has a lot of knowledge on how to motivated and train those kind of profiles. The only problem is his salary expectations because now he is on 60.000 € + Variable and he wants to exceed it.