

Uriel N.

Valencia, Spain / Buenos Aires, Argentina



Commercial Management & Partner Development

Sales Management
Partner Enablement
Project Management
PLM Expert
Automation

Commercial Consulting
Team Management
Solution Salue Selling
Industry 4.0
Robotics

Degrees: **Mechanical Engineer**, UTN - Buenos Aires National University of Engineering
MBA and Master in Big Data & Analytics candidate, ENEB

Languages: Spanish, English, Hebrew
Technologies: Office, SalesForce, SAP, ORACLE, Teamcenter
Industries: PLM, Simulation, IT, Automotive, O&G, Metalurgic

WORK HISTORY

Consulting, GRUPRO SA, Argentina

(2018 – 2020)

- Trained and coached the sales team on Challenger Sales Method, commercial consulting, prospecting new clients and negotiation
- Developed special accounts
- Advised for the directors of the company on the partner development, marketing plan and sales recruitment.
- Gave speeches in Siemens seminars on Industry 4.0, Digital Twin, PLM-ERP integration

Business Manager, ESSS (For ANSYS), Argentina

(2016 – 2017)

- Managed 200KUSD accounts in nuclear, Oil&Gas, Machinery, Metallurgic, Mining and other industries.
- Generated monthly reports using MS Excel, SalesForce and SAP
- Managed maintenance renewals for all accounts in Argentina territory
- Gave speeches in expositions on Simulation and Industry 4.0
- Helped company with marketing plan for Argentina

Executive Manager, GRUPRO (For Siemens), Argentina

(2013 – 2016)

- Created and directed the Siemens partner division for PLM Software consulting and sales with 6 persons in the team.
- Generated monthly reports using MS Excel and Salesforce
- Achieved “Partner Of The Year - Americas” Reward
- Had 200% YoY Growth in each of the years in charge
- Managed maintenance renewals for all accounts in Argentina territory
- Gave speeches in expositions on Simulation and Industry 4.0
- Managed to lead the division to be profitable and independent

Researcher, GIBIO UTN, Argentina

(2011 – 2013)

- Studied blood flow and wall interaction in human arteries simulating and arterial bifurcation (FEM using Ansys)
- Created a mobile lab for in-vitro testing

Sales Engineer, KSB Pumps, Argentina

(2011 – 2012)

- Prepared specifications for commercial valve division
- Created a Bar-Code system for controlling valves process
- Managed negotiation with providers in China, France and Germany for importations
- Automated valve control testing
- Created a pricing system with Excel which reduced pricing time by 50%

Technician, SIA INTERACTIVE, Spain and Argentina

(2005 – 2009)

In my time in Spain: (2005-2006)

- Built and maintained interactive kiosks for publicity
- Managed building and operation in events for large companies as Coca Cola, BIC and Schweppes
- Gave technical support on site all over Europe as well as online

In my time in Argentina: (2007-2009)

- Managed firms IT maintenance and internal customer support
- Was in charge of the company warehouse
- Gave technical support online to subsidiaries all over the world

ADDITIONAL EXPERIENCE

➤ **Military Service**

Israeli Defence Forces

- Served 1 year as an airplane technician and 2 years as a commander in the paratroopers corps
- Achieved promoting to Sergeant
- Led a 12 people infantry team
- Here I learned the base for my formation on leadership, teamwork and decision making

➤ **Volunteering**

Ambulance, Kiryat Shmona, Israel **(2002)**

- Volunteered as a nurse in night shifts

Soporter, Multipolar, Argentina **(2019)**

- Helped homeless people find job and get out of the street
- Co-Leaded a campaign to reform a social and sport club for homeless

Food donations, Kiryat Shmona, Israel **(2002)**

- Coordinated a campaign of food donations for families in need

➤ **Certifications**

Business Intelligence, EDX- GalileoX **(2020)**

Ontological Coaching, Accionar **(2019)**

Project Management (IDB6x), EDX & BID **(2015)**

Channel Partner Selling Program, Siemens PLM **(2014)**

Solution Value Selling, Siemens PLM **(2013)**

1.01x: Energy 101, EDX & Texas University **(2013)**

➤ **Other academic degrees**

Postgraduate Diploma in Aquaculture Farming, University of Lomas de Zamora **(2019)**