

## PERSONAL DETAILS

Javier C.



## INTRO

Sales executive with 10 year experience in disruptive markets Internet/IT/SaaS. Consultative and customer centric approach, with leadership skills, ease of speech, proactive and positive approach to challenge facing. Great team player, with great ability to multi-task, accustomed to working towards objectives with proven track record.

## PROFESSIONAL EXPERIENCE



- 1) **(Sep-18) - Currently: TELEPERFORMANCE:** World leader in BPO of CX management and contact centers.
  - **Role:** Business Development Manager in Retail/e-commerce/IT verticals
  - **Description:** Plan and execute growth plan with the best brands in Spain and EU. References and recommendations for this role are available upon request.

- 2) **(Jun-17) – (Ago-18) PATERNITY LEAVE/BREAK.** Proud father of my first daughter.



- 3) **(Jan-15) – (May-17) LINKEDIN:** Leading operator of the largest professional network in the world.
  - **Role:** Head of Sales for New Enterprise Business in Spain for LinkedIn Sales solutions.
  - **Description:** Plan and execute a business plan with Tier 1 Companies in Spain. Inspirational role for prospects in sales and marketing to help them adapt their workforce adopting social selling programs in their organizations with SaaS products and custom advisory services. Internally my responsibility is to coach and train Sales Development team for the market and align marketing resources and events with business requirements in the country.
  - **Performance and contribution:** Continuous and healthy triple digit growth YoY, both for FY15 and FY16. References and recommendations for this role are available upon request.



- 4) **(Nov-12) – (Dec-14) MICROSTRATEGY:** Leading global provider of enterprise software platforms for business and mobile intelligence (both cloud and on premise), and social intelligence applications.
  - **Role:** Senior Inside sales representative.
  - **Description:** Identify, manage and close business opportunities in Large accounts across FinServ and other industries. Strong focus on alignment with IT/Marketing/Operations/Sales in the customer to increase operational excellence taking data driven decisions using our Analytics platform.
  - **Performance and contribution:** Key stakeholder to drive a change in the team from lead sourcing to sales oriented team. 109% of annual target achieved for latest FY and first rep to sell one of our SaaS products in EMEA. References and recommendations for this role are available upon request.



- 5) **(Nov-10) – (Oct-12) ORACLE:** Leading global provider of enterprise software and hardware solutions.
  - **Role:** Internal Account manager. (ISR2)
  - **Description:** Working as a team in an overlay model with field sales to identify, manage and close incremental business in Oracle's installed base of Enterprise Named accounts (Tier 3 FinServ accounts) for Database, IDM and BI solutions.
  - **Performance and contribution:** 7-figure annual net license sales target (\$3M). Achieved YoY growth of 30%, becoming one of the best reps in the team with 103% achieved. Focused in transactional deals. Bigger deals supported by field sales. References and recommendations for this role are available upon request.

6) **(Mar-06) – (Oct-10) MMA FUTURA SERVICIOS INTEGRALES TECNOLÓGICOS:** Certified partner of Cisco Systems dedicated to the deployment of TIC solutions. Played several roles.

**(Mar-06) Internal account manager and sales specialist.** Looking after transactional business across 100 accounts with a hunting approach to sell routing and Switching and Unified Communications Solutions. **Performance:** 6-figure annual revenue sales target (€800k). Great performance: 145% achieved.

**(Jun-07) Main Account manager.** Account management for 30 companies across Madrid, CyL and Valencia. **Performance:** Three FY completed in this role with 7-figure annual revenue sales target. 98% - 120% - 89% achieved.

7) **(Apr-2001) – (Jan-2007) MOBELSEGURY:** Family owned business based on installation of safes and security systems.

- **Role:** Owner. Focused in value creation for customers focusing on their cash management needs and requirements.
- **Description:** Since my forced incorporation, I combined my University education with the leadership of the business, leading several departments, implementing new product designs and developing the entire business plan, pushing its expansion through several regions in Spain, including Madrid, Castilla La Mancha, Extremadura, Murcia and Valencia.
- **Performance:** Doubled profitability in a three year period.

8) **(01-10-99) – (30-06-2002) CENTRO DE ESTUDIOS SUPERIORES FELIPE II:** Working in the IT Department. Development Coordinator of the Virtual Campus Center. A web platform specifically developed with ASP (server-side scripting) and SQL Server databases.

## EDUCATION

- ☐ (1999-2005) Degree in Computer Systems Engineering from the Universidad Complutense de Madrid.
- ☐ Pre-university studies taken in C.P. and I.B. Ciudad Los Ángeles de Madrid.

## ENTERPRISE SOFTWARE PROFICIENCY

- ☐ CRM: salesforce.com, MSFT Dynamics.
- ☐ Collaboration Suites: Lync/Skype, Jabber, Google for work (Hangouts)
- ☐ Analytics: MicroStrategy Desktop, Tableau Desktop, Qlik Sense, Salesforce.com reporting.
- ☐ Office Suites: MS Office (both online and on premise), Google Suite (Docs/Sheets/Slides)
- ☐ Conference/VoIP: Cisco/Avaya, Bluejeans, Skype for business, Bluejeans, Zoom.

## LANGUAGES

- ☐ Spanish: Mother Tongue.
- ☐ English: Full professional proficiency (C1) EOI Diploma.
- ☐ French, Italian: Elementary proficiency. Good reading understanding, poor conversation.

## OTHER

- ☐ Drivers license A and B (car&moto), willingness to travel up to 50% of the time.