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Comentarios (1)

Javier Tomás

Madrid, España
Conferencista | Capacitador

País de residencia: España

Nacionalidad: España

Idiomas: Español, Francés, Inglés, Serbio

Áreas de conocimiento

Ventas, Liderazgo empresarial, Historia del arte, Arte, Crear equipos comerciales, Business Development, Business Strategy, Project Management.

Descripción del perfil

+15 Years of Experience in National and International Sales Proactively prospect, qualify and grow customers' portfolio Develop sales strategies, respond to RFPs and generate proposals that meet aggressive sales objectives Responsible for developing and nurturing multiple key client relationships with customers complemented with superior customer service Collaborate with the product team to create solutions tailored to exceed client expectations Responsible for delivering products and services through profitable renewal, conversion and new sale development Interface with cross functional product, support, marketing teams connected to projects Maintain a high level of customer involvement positioning the company as a player in the market Present products and services to all levels of the organization, both internal and external. Meet and exceed annual quota's for forecasted bookings Help to develop key vendor partnerships that will aid in securing corporate customers

Experiencias

Business Development Manager

Aconex

2011 - Actual

Zigurat Global Institute of Technology

Zigurat Global Institute of Technology

2015 - 2018

Client Service Consultant

Aconex

2008 - 2011

Business Development Manager Eastern Europe

Gamadecor Porcelanosa

2002 - 2007

Estudios

MBA

IE (Instituto de Empresa)

2008

Certificado de Aptitud Pedagógica / Educational Certificate, Secondary Education and Teaching

Instituto de Ciencias Educación

2002

History

Université de Valenciennes et du Hainaut-Cambrésis

2001

History

Universidad Complutense de Madrid

2001

Perfil en Mentes a la Carta

https://www.mentesalacarta.com/conferencistas-capacitadores-coaches/javier