



Djamila Batista E Sousa

Business Development Manager

Swiss and Portuguese national with over 9 years of experience in business development processes. Senior-level professional with a strong history of driving dynamic product sales, managing client relationships, retaining clients and substantially increasing revenues.

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📍 Lausanne, Nationality: Swiss/Portuguese

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📅 19 December, 1986

WORK EXPERIENCE

Business Development Manager Sphere (by Holo One)

07/2022 - Present

AR/MR collaboration and productivity tool for enterprise

Lausanne (Remote)

Achievements/Tasks

- Proven track record of developing and implementing successful business development strategies that resulted in growth and revenue for the company.
- Experience in identifying and pursuing new business opportunities and building relationships with key stakeholders.
- Successfully renewing or growing existing contracts
- Knowledge of the XR industry with an understanding of the technology, market trends, and competitor landscape.
- Collaborate with cross-functional teams across Sphere including product, business development, developers, legal, marketing, partners...

Business Development Manager Kudelski IoT

11/2020 - 07/2022

IoT security services and solutions

Lausanne, Switzerland

Achievements/Tasks

- Providing business Development and sales strategy support for IoT security services and solutions (IoT security platform, labs services, Asset tracking, Key as a service) in Europe and in US.
- Proactively seek to understand the customer's technical needs and identify potential solutions in relation to Kudelski IoT offering.
- Independently manage several US-based customer accounts for Kudelski's asset tracking solution
- Educated and trained customers on site across different states in the US on our asset tracking solution and platform RecovR once sold.
- Tracking, measuring and updating all sales activities on CRM and broadcast updates to the team.

Director of Distribution, Sales, Marketing and Sales agents FTV Limited

10/2019 - 07/2020

International Fashion and Lifestyle Broadcasting Channel

Vienna, Austria

Achievements/Tasks

- Negotiating affiliations agreements with key cable, satellite, IPTV and mobile providers worldwide.
- Supervising and directing sales agents worldwide representing FTV in different territories in order to reach the company goals.
- Introduced and implemented new business development strategy and products with CEO in order to save costs to the company
- Performed and arranged successful product demonstrations for customers. in trade shows in various territories in order to increase our footprint worldwide and hire agents on site to represent FTV.

KEY SKILLS

Consulting & Sales

Team Management

Communication Skills

Sales Force

Digital Media

Broadcast technology

Customer Relationship Management

Project Management

IoT Security

EDUCATION

BA HONS International Business UEL, UK

09/2008 - 07/2011

LANGUAGES

French

Native or Bilingual Proficiency

English

Native or Bilingual Proficiency

Portuguese

Full Professional Proficiency

Spanish

Limited Working Proficiency

German

Elementary Proficiency

INTERESTS

Hot Yoga

Skiing

Travelling

Technology

WORK EXPERIENCE

Content Partnerships Development Manager

Freesat

05/2016 - 04/2019

British Free-To-Air Satellite Television Service

London, UK

Achievements/Tasks

- Sold our services to reach to Free-to-air channels worldwide such as Bloomberg, Yanga, Virgin, Best Direct, Bike TV, France 24.
- Brought content for distribution as applications (HTML5) or IP channels in all of our connected devices, France 24, Eros, Ketchup, .
- Introduced and promoted Freesats' Smart TV tech solution (hybrid TV service built in the cloud) in various conferences such as Mipcom, IBC, Africacom, Napte Miami, TV Connect...
- Developed strategies to retain content partners and improve customer satisfaction by 30 % by building closer relationships.
- Solid experience of working with, motivating and conducting teams and projects across our platform.
- Successfully achieved joined target of £8.5m a year in a team of 2.

Account Manager NW EMEA Territories previously SE EMEA

ITV Studios Global Entertainment

09/2012 - 05/2016

Worldwide Distributor of Media Rights

London, Uk

Achievements/Tasks

- Successfully sold media rights (Drama, USTV movies and factual) to Pay TV, Free TV broadcasters and OTT services in France, Switzerland and Belgium.
- Created and delivered qualified sales opportunities and support Vice President in output deals negotiations where appropriate.
- Supervised the status and activities of anywhere from 30-40 accounts at a time
- Acted as an ambassador for Global Entertainment at social events, Tradeshows in France and Belgium.