

## Contact

[www.linkedin.com/in/santino-battaglieri-b709b7216](https://www.linkedin.com/in/santino-battaglieri-b709b7216) (LinkedIn)

## Top Skills

Communication

Negotiation

Software as a Service (SaaS)

# Santino Battaglieri

Account Executive

San Francisco Bay Area

## Experience

JMR Capital

Account Executive

June 2023 - Present (11 months)

California, United States

OrderProtection.com

Enterprise Sales Representative

November 2022 - August 2023 (10 months)

San Francisco Bay Area

Prosimo.io

BDR/SDR

November 2021 - November 2022 (1 year 1 month)

United States

Backed by General Catalyst and WRVI, Prosimo is a next-gen cloud transit platform. We've built a cloud fabric that utilizes the end-to-end infrastructure of the global cloud providers (AWS, Azure, GCP, etc.) which provides all of the dynamic cloud-native benefits without having to deal with any of the routing or networking complexities.

We turn the cloud into your enterprise backbone.

Our ML model learns each client's environment in near real-time, down to each user and application that are connecting to and within their cloud. We then give the business optimal performance and experience for each user and application along with deep insight and visibility for rapid remediation on issues, secure access and transit, and provide them with the ability to expand or contract infrastructure in their own cloud environment on demand for ideal cloud configuration. It is truly an embrace, extend, and optimize solution in lockstep with the global CSP's and is currently available on the AWS & Azure Marketplaces.

Symmetry Financial Group

Insurance Agent

February 2020 - October 2021 (1 year 9 months)

California, United States

- Maintained high standards of customer service by building relationships with clients.
- Responded to customer calls swiftly to resolve issues and answer questions.
- Determined clients needs and financial situations by listening and scheduling fact-finding appointments.
- Approached potential clients by using direct marketing mailings and phone contacts.

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## Activity

04/18/2024, Imeila Fonua added candidate to BDR- Test Sample