

NICOLÁS SOSA

ACCOUNT MANAGER

CONTACT

- Lyon, France
- +33 766 699 797
- Nicolas.srh02@gmail.com
- [Linkedin.com/in/nicolasjsr/](https://www.linkedin.com/in/nicolasjsr/)
- International driving licence
- Seeking a CDI/CDD

SUMMARY

With 5 years of experience driving revenue growth and leading market expansion across the Americas and Europe, I excel in managing diverse portfolios, leading cross-functional teams, and negotiating high-value deals. Renowned for consistently surpassing KPI targets through innovative demand-generation strategies, I am dedicated to delivering measurable outcomes fostering sustainable growth.

SOFT SKILLS

Adaptability
Self-Initiative
Leadership
Strategic Mindset
Communication

HARD SKILLS

Negotiation
Forecasting
Pipeline Management
Market Analysis
Lead Generation

TECHNICAL SKILLS

Salesforce/ HubSpot/ MD365
Tableau/ Power BI /Google
Analytics
Pardot/ SalesQL /LinkedIn SN
Asana/ Trello/ Slack

LANGUAGES

Spanish (Native)
English (CPE C2)
Business English (HC1)
Portuguese (B2)
French (B1)

WORK EXPERIENCE

Country Manager | GeneXus (Globant) | Hybrid

Uruguay | May 2023 – September 2024

Promoted to Country Manager within 18 months due to consistent performance and strategic contributions.

- Renewed annual SaaS licences and maintenance agreements, generating \$20,000 in revenue.
- Generated \$30,000–\$40,000 opportunities for a white-label app as an innovative strategy for major accounts -airlines, banks, and telcos- to attract and retain customers in countries competing in the 2024 Copa América.
- Executed campaigns promoting cutting-edge solutions such as AI, Super Apps, and White Label applications.
- Achieved consistent growth, converting client meetings to renewals, new sales, or high-value configurations.
- Exceeded KPI targets (25 per Q), achieving 204 SQLs across three quarters — including 125 SQLs in Q4 only.
- Managed clients and prospects in HubSpot, driving outbound strategies to expand and optimize solutions.

Business Development Manager | BAM | Remote

Uruguay | September 2021 – June 2022

- Managed key accounts and channel operations in Spain.
- Built databases in Salesforce from key accounts in the U.S. and European Union.
- Planned and executed outbound campaigns, increasing significantly the brand presence in key markets.

Account Manager | Agusbel | On-site

Uruguay | May 2019 – July 2021

Promoted to Account Manager within 8 months due to consistent performance and strategic contributions.

- Surpassed sales goals driving \$190,000 in revenue across three years, far exceeding the \$30,000 annual target.
- Secured major contracts, establishing long-term production partnerships and driving business growth.
- Negotiated large-scale deals for container load shipments to Dominican Republic, Salvador, and the U.S.
- Conducted market research to improve customer retention and strengthen B2B/B2C relationships.
- Managed the entire supply chain, overseeing order planning, naval coordination, and timely shipment to production facilities.

EDUCATION

Master in Digital Transformation and Business Development | University of Barcelona

Spain | 2023 – 2024

Master in Global Business Management | Rennes School of Business

France | 2022 – 2024

Advanced Management Strategies | Kozminski University

Poland | 2023 – 2023

Diploma in Business Intelligence | NT University

Argentina | 2022 - 2022

Bachelor in International Business | ORT University

Uruguay | 2018 – 2022