

## **JOSE CARLOS AIRES**

Rua Francisco Preto, 46 - Ap. 134  
Ed. Toledo – Morumbi – SP - CEP 05623-010  
Telephone: (011) 3743 38 16 / Cellular: (011) 9 7177 95 00  
jcaires63@gmail.com

### **FRONT-END DEVELOPER (former SALES EXECUTIVE )**

#### ***Professional Briefing***

- Starting a new career path in the software development area, currently Python PCEP-30-2 certified, and enrolled at EBAC (Escola Britanica de Artes Criativas e Tecnologia) in the Python Full Stack Developer course (Python, HTML, CSS, jQuery, JavaScript, among other topics).
- 25+ years experience in Sales, as an Account and Sales Manager, mainly as a commercial relationship manager for corporate customers (C-Level included), in the Financial, Manufacturing, Government and Services market segments (p.ex.: USP, BTG Pactual, Renovias, HC-Unicamp, Raízen, JBS, Corplex, Louis Dreyfus, HSBC, Porto Seguro, among others). Also experienced in managing channel partners relationships and sales cycles through them.
- Experienced working with and selling products from Citrix, NetApp, Cisco, HP and Vmware.
- Carried in those periods an average yearly quota ranging from US\$ 1 Million to US\$ 5 Million, selling Cloud, Applications, Desktops and Servers Virtualization solutions, Networking Wan Accelerators and ADCs, Quality Management (ISO) software, Sarbanes-Oxley software tools, Partner Relationship Management Software, Database Software and Development Tools, Consulting Services and Solutions (including Datawarehouse and Internet/Portals); and Computer Systems (Mainframes and Mid-range systems, Personal Computers, Servers, Clusters, etc.) and Services.
- Sold the Citrix world largest private cloud portal solution project to USP (US\$ 5 M), which became an worldwide reference in the market. Recently sold several UCS servers to Corplex (US\$ 500K). I was also responsible for selling the first HP mainframe business class hardware project to Sadia (US\$ 1,5 M); the Sybase Inc. fifth largest project (# of licenses) involving modeling tools software to Unibanco (US\$ 600 K); a 3,000 user licenses mobile database software project to HSBC Insurance company for distributed applications (US\$ 500 K); a multi-platform systems hardware and network implementation project to Promon (US\$ 1 M), among other deals.
- Lead Sales and Pre-Sales teams (at Active S.A.), having achieved a 25 % revenue growth (increased the sales funnel by 50 %) through Direct (prospecting new accounts and being the Executive Manager for some of the largest installed base accounts in Sao Paulo) and Channel Partners sales; developed new Channel Partners contracts; established new sales strategies focused on new markets and on the current installed base; implemented new sales models for the internal sales force and for business partners; and for the coaching of such teams within a defined strategic plan developed by the Company Board, which I belonged to.
- Won the Citrix 2013 Synergy Innovation Awards with the USP case; competing against reference cases around the world.
- Large experience dealing with Global and Major Accounts (Louis Dreyfus, Rhodia, Zurich Seguros, Alcoa, HSBC, Eli Lilly, Rockwell, Solvay, DHL), and also coordinating international resources to support that.
- Familiarized with changing processes and organizational restructuring.
- Having the ability to negotiate, conduct meetings and managing workgroups and business partners.
- Training done in the USA: LEAD Program (Leadership Effectiveness and Development Program) (AST Assessment Systems Incorporated – NY), Account Management Process (Citrix and Hewlett-Packard – PA), Solutions Selling (Sybase – CA).

## ***Professional History***

### **Solve System**

March,2014/January,2015  
Executive Account Manager

### **Citrix do Brasil**

September,2010/December,2013  
Corporate Account Manager

### **Software Design**

June, 2008/July, 2009  
Executive Account Manager

### **Active Software**

February,2006/January,2007  
Sales Manager

### **Itautec Philco**

July,2003/March,2005  
Executive Account Manager

### **Sybase do Brasil**

February,1999/January,2003  
Executive Account Manager

### **Hewlett-Packard do Brasil**

January,1987/June,1998  
Account Manager  
Sales and Support Trainee

## ***Academic Background***

Escola de Engenharia Maua

Electronic Engineer

C.E.I. Getulio Vargas

Electronic Technician

## ***Additional Training***

EBAC Full Stack Python Developer (ongoing), Python (PCEP-30-2), UDEMY 2022 Complete Python Bootcamp from Zero to Hero in Python, LEAD Program (Leadership Effectiveness and Development Program)(AST – New York, USA), Solutions Selling (Bossworth – San Francisco, USA), Account Management Process (Hewlett-Packard – Pittsburgh, USA), Total Quality Control Skills (TQC), Sales Specifics: Presentations, Customers Qualifying, Conceptual Selling, Negotiative Selling, Customers Relationship, Advanced Selling, Satisfying Our Customers (Hewlett-Packard – Sao Paulo), Business Reengineering using Information Technology (Cambridge Technology Group, Boston – Sao Paulo).

## ***Languages***

ENGLISH – Fluent

SPANISH – Reading / Verbal Communication

## ***Personal Information***

Dual Citizenship: Brazilian and Portuguese, Married, One Son.