**RODRIGO BASSALOBRE GARCIA**

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**RESUMO PROFISSIONAL**

* Passionated for Software Development and Problem Solving.
* Built carrer in SaaS, Cyber Security, Networking, Payment Methods, Startups and Multinationals.
* Experienced in Networks, SaaS, Information Security, Sales, Negotiation, Sales Planning, Demand Generation.

**FORMAÇÃO ACADÊMICA**

* Atualmente cursando Análise e Desenvolvimento de Sistemas (Jan 2024 – Dez 2026)
* Eurípides University of Marília (UNIVEM) 2016 Juris Doctor (J.D.) in **General Law**

**LANGUAGES**

* Fluent in English
* Basic Spanish
* Native in Portuguese

**PROFESSIONAL EXPERIENCE**

**SMART SERVICES (Dez 2024 – Currently)**

Cloud Computing and Managed Services Company

*Sales Development Manager*

* Reported to CEO and COO
* Develop Sales Strategy and Structure
* Create sales opportunities
* Managed CRM
* Responsable for Forecasting
* Generate Demand

**CISCO (Feb 2019 – Feb 2024)**

Networking and Information Security Multinational Company

*Product Sales Specialist (Oct/21- Feb/24)*

* First Product Sales Specialist recruited for LATAM
* Developed the strategy from zero for the entire territory
* After a few months was designated for Brazil only
* Developed several partners to sell ThousandEyes (SaaS solution)
* Attended several events spreading ThousandEye´s benefits and strategies accros al country

*Security Virtual Sales Specialist (Feb/19 – Oct/21)*

* Report to Sales Manager.
* Joined through Cisco Sales Academy Program Learned all Cisco’s portfolio during CSAP trainings
* Focused on Security but able to sell Infrastructure and Collaboration
* The only Cisco Business Development Rep for all of Brazil
* Create new opportunities by calling and emailing customers and drive entire deal lifecycle
* Coordinate the sales motion with partners to scale
* Develop new strategies to make the VDC more profitable in Brazil

*Associate Sales Representative (Feb/19 – /19)*

* Report to Sales Manager.

**TÁ PAGO (Jul/18- Nov/18)**

Start-up/Fintech

*Sales Representative*

* Report to Commercial Manager.
* Prospect new customers via cold calls and mass e-mails to schedule in-person meetings
* Meet with prospective clients to understand their needs and demonstrate the value of our payment software
* Focus on customer success of existing clients by ensuring that they are fully utilizing the value of TÁ PAGO’s software and having a good customer experience
* Develop new sales strategies and refine existing approaches to increase sales

**DB&G ATTORNEYS (Mar/2016 – Jun/2018)**

Medium Law Firm

*Attorney*

* Found new customers via cold calls and personal references of current clients
* Supported existing clients to understand their legal situation and needs
* Consulted clients in order to design contracts and lawsuits that benefit the clients
* Negotiated with prosecutors and judicial officials to achieve desirable outcomes for defendant
* Delivered persuasive oral presentations in court hearings

**REGIONAL OFFICE OF THE ATTORNEY GENERAL (Jan/2014 – Dec/2015)**

Public Attorny Office

*Legal Intern*

* Placed in top 5 on the legal examination admissions test
* Promoted to work in the Regional Attorney General’s office during the first week of internship
* Constructed legal defenses on behalf of the Regional Attorney General
* Developed and executed lawsuits according to PFN guidelines
* Researched historical law precedents to develop robust legal cases
* Mentored other interns in the standard procedures to ensure their success

**MARÍLIA DISTRICT COURT (Apr/2012 – Apr/2013)**

**Local District Court**

*Law Clerk*

* Organized administrative functions to ensure lawsuits were effectively submitted to the court
* Coordinated legal tasks across multiple district attorneys and clerks for court proceedings
* Assisted district attorneys in effectively clearing backlog of delayed lawsuits

**COURSES AND CERTIFICATIONS**

* Programming Languages: Python, PHP
* MySQL
* Web: HTML, CSS
* Frameworks: Bootstrap 5
* LAN Installation and Computer Maintenance (SENAC)
* Net Academy course for CCNA - (WIP)
* Cisco Internal Courses:
* MEDDPIC Sales trainings – Cisco Internal;
* Managing the Business training – Cisco Internal;
* SalesForce Expert;
* CompTIA Security+ (WIP)
* CRM: SalesForce, HubSpot

**MAIN SKILLS**

* Proficient in Microsoft Office, SFDC, CCW, Outreach, and Vidyard
* Soft Skills: Negotiation, Presentations, Communication, Team Player, Problem Solving, Strategic Planning.