



Saint Amant Manuel

Head of Sales - Growth Specialist

CONTACT

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EDUCATION

2021 - 2022
**MASTER OF DIGITAL
BUSINESS**
University of San Andrés

2014 - 2020
**BACHELOR OF BUSINESS
ADMINISTRATION**
University de Buenos Aires

LANGUAGES

- Spanish - Native
- English - Fluent
- Portuguese - Advanced

PROFESSIONAL SUMMARY

Dynamic B2B Sales Executive with 5+ years of proven success in **software, SaaS, and startup environments**. Recognized for driving up to **10x revenue growth** and consistently exceeding sales targets. Highly adept at **full-cycle sales**-from prospecting and product demos to negotiation and closing. Passionate about AI and new technologies, with a **"builder" mindset** suited to high-growth or early-stage organizations. Praised by managers and peers for **versatility, adaptability, and transformational results**.

KEY SKILLS & HIGHLIGHTS

- **B2B Software & SaaS Sales:** Demonstrable success surpassing quotas in high-growth contexts.
- **Full Sales Cycle Ownership:** Proven record in prospecting, pitching, negotiating, and closing.
- **Startup & Scale-Up Expertise:** Experience laying foundational sales strategies for rapid expansion.
- **AI & Tech Enthusiasm:** Hands-on knowledge of AI-powered chatbots, Python, and CRM automation.
- **C-Level Negotiation & Relationship-Building:** Strong network with decision-makers in medium and large enterprises.
- **Multilingual Communication:** Fluent in English & Spanish; advanced Portuguese.
- **Leadership & Team Building:** Skilled in hiring, mentoring, and motivating high-performance sales teams.

PROFESSIONAL EXPERIENCE

Biobarica - Head of Sales & Business Development
July 2024 – Present

- Create and execute comprehensive sales strategies to increase **market share in existing regions and penetrate new markets globally**, contributing to the overall growth of Biobarica.
- Build and maintain strong relationships with distributors and sales partners, ensuring effective channel management and maximizing growth opportunities.
- Global Outreach at international medical conferences, trade shows, and events, promoting our hyperbaric chambers and enhancing brand awareness.

Volt Solar Energy - Head of Sales
Oct 2022 – Jan 2024

- Launched an innovative reseller program that **multiplied sales 10x within a year**, establishing a scalable sales structure.
- Negotiated strategic contracts to significantly boost market presence in the U.S. solar industry.
- Monitored partner performance and market feedback, adapting go-to-market strategies for continuous growth.


RECOMMENDATIONS

ALEX BRIL, CEO, VOLT SOLAR ENERGY

"Under Manuel's leadership, we saw an unprecedented x10 revenue growth in a few months, highlighting his capability to dramatically transform our sales strategy and market presence."

MATIAS CHAHIN, SALES MANAGER, PARK PLACE

"Manuel is a uniquely intuitive and versatile executive, capable of adapting quickly to market demands and achieving aggressive business goals."

 Full recommendations can be found on my LinkedIn [Manuel Saint Amant](#)

CERTIFICATIONS

- Google AI Essentials
- Harvard Negotiation Method
- Python Bootcamp: Zero to Hero
- Time Management Fundamentals
- First Certificate Exam (FCE)

External AI Consulting (Chatbot Startup)- Consultant

- Provided freelance consulting and B2B sales services, focusing on AI-powered chatbots for corporate clients.
- Built prospect pipelines, coordinated product demos, and optimized closing strategies.
- Assisted in customizing AI-driven solutions to improve customer support and accelerate sales funnels.

Stateside Co. - Senior Account Manager

Apr 2022 – Sep 2022

- Managed relationships with major clients (**PepsiCo, Sephora, Legal Shield, Madison Square**),ensuring high renewal and upsell rates.
- Strengthened account retention by formulating personalized solutions and expansions in staffing augmentation.

Park Place Technologies - Account Manager LATAM

Jan 2021 – Apr 2022

- Exceeded 177% of sales quota by selling post-warranty maintenance software/services to enterprises like Mercado Libre.
- Built strategic relationships with C-level executives, positioning Park Place's offerings as a crucial part of IT infrastructure.

Other Roles (Summarized)

- BBVA (2019–2021): Expanded B2B corporate accounts, surpassing monthly targets for financial products and digital payment solutions.
- Banco Galicia (2018–2019): Managed VIP (Eminent Black) clientele, improving retention and premium product cross-sells.
- IBM (2016–2018): Streamlined supply operations, implemented KPI dashboards, and optimized global supplier negotiations.
- Cencosud (2014–2016) & Atento (2012–2013): Early-career roles in accounts payable,operational support, and telesales.

Why I’m a Perfect Fit for the Founding Sales Representative Role?

- **Proven B2B Software/SaaS Track Record:** Over 5 years of hitting and exceeding quotas in software, maintenance, and AI solutions.
- **Builder Mentality:** Experience setting up sales infrastructures from scratch, ideal for acquiring the first 20–50 customers.
- **Full-Cycle Ownership:** Hands-on approach to prospecting, demos, negotiation, and close with consistent success.
- **Passion for AI & Tech:** Practical knowledge of AI chatbots, Python, and CRM tools to engage tech-savvy buyers.
- **Remote-Friendly & Entrepreneurial Spirit:** Comfortable in fast-paced, 100% remote startup environments, driving growth and innovation

“Ready to lead early-stage sales and scale your AI-driven solutions to new heights.”