

Phone number:
+52 1 999 593 2344

Location: México City (Willing to cover any relocation expenses)
Age: 29

Adrián Vargas Riestra

Email:
adrianvargascp@gmail.com

Linkedin:
<https://www.linkedin.com/in/adrianvargasr/>



Work Experience

Company: AIVO (Artificial Intelligence solutions for CX)

July 2019- Present

Position: Global Head of Technical Sales

Responsibilities:

- In charge of all Technical sales team across the Latin American Region, Spain and the US
- Manage Technical request for all SMB & Enterprise Deals
- Train the sales area in A.I related fields such as:
 - NLP/NLU, Machine Learning, Neural Networks, Deep Learning, LSTM & others
- Meet established Technical-sales quotas per quarter
- Act as a communication bridge between client business areas and AIVO's technical and sales team

Achievements:

- Manage enterprise accounts such as BBVA, JP Morgan, Telefónica, Uber, CEMEX, Aero Mexico, Inditex, General Motors & others
- Migrate several client Chatbot solutions from our main competitors to AIVO
- 100% Quota achievement since July 2019

Company: Empower Data México City

September 2017- June 2019

Position: Solutions Manager for Artificial Intelligence, Advanced Analytics & Blockchain Solutions

Responsibilities:

- Offer disruptive solutions to different sectors such as: retail, finance, telecom & others.
- Technology speaker for several company events
- Part of the Product team that created AI solutions such as INCA (AI Call analyzer using IBM Watson), Media Influencer (Mass Media Monitoring tool using Azure Cognitive Services) and Aerial (Blockchain Ethereum based solution)
- Meet established sales quotas

Achievements:

- Project management of 3 government Big Data projects
- Open new enterprise accounts such as Liverpool, Grupo Alfa, Bepensa, Kidzania & others
- Project Implementation of AI & Data technologies such as:
 - Azure Cognitive services (LUIS NLP Engine, Image Recognition using Video Indexer, Sentiment Analysis)
 - Predictive Analytics,
 - Machine learning Modeling

Company: High Performance Consulting Group (HPCg) Mexico City

June 2015– September 2017

Position: Technical Account Manager

Responsibilities:

- Offer our clients a variety of solutions in several areas like:
 - Datacenter, Security, ERP's, Databases, Virtualization, Open Source and Consultancy hours for support and other needs.
- Management and growth of a portfolio of clients in the Enterprise sector like:
- Telmex, Telcel,, SMNYL, GNP, Truper, , AT&T among others.

Achievements:

- Closing the deal for the project "Telmex OpenStack" which was the first OpenStack project in Mexico (with Red Hat).
- Training and certification (sales and presales level) of several IT Solutions and vendors for example:
 - Oracle, Red Hat, Symantec, SAP, MySQL, Citrix, HP, IBM, CISCO.

Company: Apple Inc Puebla

January 2013– May 2015

Position: Apple Campus Representative

Responsibilities:

- Representative of Apple Mexico in the education area within the city of Puebla; acting as lecturer and organizer of events related to the Apple brand. Having as main objectives to achieve the generation of leads and impacts to promote large volume sales deals.

Achievements:

- Brand positioning, lead generation for the sales areas and apple partners, closing of a commercial agreement with Grupo Proyecta (Sonata Puebla) and Apple Partner "Lumen Campus Store" for the "Buy a piece of land and get and Ipad Mini" project

Education**Universidad de las Américas Puebla (UDLAP)** /

Bachelor in Political Science (99% Degree Completion)

OBS / UNIVERSITAT DE BARCELONA

Master's Degree in Innovation and Entrepreneurship (Completed)

PROFESSOR AT UNIVERSIDAD PANAMERICA 2018-Present

Master's Degree in International Finance:

Class: Data Analysis for the directive action (Big Data/Analytics)

Languages

- English advanced (Business Native Fluent) **IELTS 2020 Overall 7.0 C1**
- Spanish Native