



IGNACIO HIGES

Business Development –Project Manager
Sound Technician



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PROFILE

Strong background in the broadcast and video surveillance industry with more than 12 years, working in the most important TV channels in Spain and in different technology companies in China developing and expanding the business around the world, focus on intelligent solutions and industrial applications.



WORK EXPERIENCE

AEE Technology

(Nov. 2015 | Present)

SHENZHEN - CHINA

AEE (Ace Electronics Enterprise) is one of the world's Pioneer and Leading manufacturers of multi-rotor UAV system, Intelligence Cameras and Docking Stations.

Senior Sales Manager - Business Development

Sells solutions and products by establishing contact and developing relationships with prospects for RadioComunicação, Tetra Radio System, Video Surveillance, Government, Military, Police...

- Attend exhibitions and trade shows around of the world for Surveillance and Law Enforcement.
- Maintains relationships with clients at the corporate level, (B2B) by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements for security and reliability.
- Relationship whit Police Stations to integrate the Docking Stations with law enforcement recording, storage, management and collect data automatically.

Unilumin Group

(Apr. 2015 | Nov. 2015)

SHENZHEN - CHINA

One of the global leading LED manufacturers delivering LED display UHD (Ultra High Definition).

Sales Consultant | Business Development

Overseas Sales Consultant for UHD department. Focus on the most expensive products of the company.

- Work closely with AV system integrators in the organisation to identify, establish business opportunities and convert prospects into sales.
- Security solutions for Control Rooms to implement the safety in different cities.
- Develop and implement sales strategies, secure new business opportunities and establish a superior solution image. Meet sales targets.

Harwar International Aviation Technology

SHENZHEN - CHINA

(Jan. 2015 | Apr. 2015)

Innovative company dedicated to the research and development UAVs for different industrial applications.

Business Development - Marketing

- Marketing for international sales in different conventions about technology like NabShow in Las Vegas.

- Responsible of defining and developing the business plan and for the implementation of investments and strategic plans, seeking development and business consolidation.

Involved in setting up relationships and joining interest between China and Western countries.

Social Media promotions (Instagram, Pinterest, Twitter, Facebook, LinkedIn...) @harwardrones

Konecta - Santander Bank

MADRID - SPAIN

(Sep. 2013 | Jun. 2014)

- Administrative work -office work, bank transfers, payroll and answering customer inquiries with computer programs.
- Ability to input information into databases and answer customer questions quickly and most effective way.

Snow White Event Planning

MELBOURNE - AUSTRALIA

(Aug. 2012 | Oct. 2012)

- Planning and maintenance sports events organized in spring season.

Canal + | PRISA TV

(Oct. 2006 | Apr. 2014)

MADRID - SPAIN

The most important premium cable television channel in Spain. Spanish satellite broadcasting platform.

Sound Engineer - Marketing - Sales

- Worked in a full range of TV Shows including Sports and entertainment in Spain television.
- Member of the Executive Committee of Canal + which integrates Advertising and Communication areas, Media Management, Advertising Sales,...
- Controlling sound different routes, their origins and destinations in sports broadcasting.
- Work closely with clients to create innovative and effective campaigns in different TV Shows - programs even live broadcasting and transmission like production, sound engineer...: FIFA World Cup, Football América Cup, NFL, NBA, Oscar Awards, etc.

Telecinco

(Mar. 2003 | Aug. 2005)

MADRID - SPAIN

One of the most important private Spanish TV channel operated by Mediaset Spain.

Sound Asistant

- Installing microphones on the TV set, in various entertainment programs.
- Worked in a wide range of TV Shows, the most viewed like Big Brother and other entertainment shows like, Survivors, Aquí hay Tomate, Salsa Rosa, A tu lado, Monitoring the audio quality.
- Experience in sound equipment and preparation of musical performances.



INTERESTS

Travel



Photography



Música



Technology



Sports



Surveillance





EDUCATION

English (2012)

Embassy Ces - Melbourne Australia
Oficial Title UPPER INTERMEDIATE.

Portuguese (2014)

Casa Do Brasil
Oficial Title CELPE BRAS superior.

Japanese (2010 | 2012)

Casa Asia
Oficial Title NOKEN 5.

Chinese Mandarin (2015 | Present)

Jiahua Language School

EVS Broadcast Equipment (2011)

EVS IBERICA
Live outside broadcast digital video production systems.

Technical Higher Learning Degree in Sound

Escuela CES/// GPA 8.0/10.0 (2001|2003)

Master in Jazz Music (2000)

JAZZ MUSIC SCHOOL



LANGUAGES

Spanish	● ● ● ● ●	Japanese	● ● ● ● ●
English	● ● ● ● ●	Mandarin	● ● ● ● ●
Portuguese	● ● ● ● ●		



HARDWARE / SOFTWARE

Mixers

Yamaha 02R, 03D y LS9-32, Studer Vista 8 y 9, Analog Calrec.

Radiocomunication Equipment

RDSI, Minidisc, body worn cameras, intercoms...

Cubase SX 3, Nuendo 3, Pro Tools 9, Final Cut Pro

Microsoft Office and Apple

Advanced use of computers and software.
(PC-MAC)

Social Media

Instagram, Youtube, Pinterest, Linkedin, Twitter, Facebook...



PROJECTS

Freelance photography

Travel , Nature, World etc.
Present

Calocando

Professional Bass Player - Music fusion band Madrid.
January 2007 - December 2014



VISAS AND PERMITS

* Resident in the member countries of the EEA and Switzerland.

China

Working Visa Z in China with resident permit.

Canada

Working Holiday Visa for Canada until 2017.

Australia

Student Visa and Residence in 2012.

EXPERIENCE AROUND THE WORLD



CONTINENTS: 5

COUNTRIES: 42

33 DIFERENTS CURRENCIES

MORE DISTANT COUNTRY: NEW ZEALAND

KM TRAVELLED: 254 247 KM



AREAS OF EXPERTISE

- Excellent working knowledge with technology equipment and great ability in communicating with potential clients.
- International Sales and Marketing conventions in China, USA and LatinAmerica market.
- Teamwork creating a good working environment.
- Proactive, enthusiast of new challenges focusing on commercial goals.
- Management and motivation of result oriented multi-discipline teams.
- Safety solutions for Surveillance Industry.

Expert in :

- | | |
|---|---------------------|
| - Security Video System | - Sound |
| - Broadcast | - Music |
| - Photography | - Amplifiers |
| - Microphones | - LED |
| - Intelligent Cameras | - Digital Platforms |
| - Unmaned Aerial Vehicules , UAV (drones) | |



REFERENCES / INFORMATION

Belén Pérez Rojo

Organizing staff in Prisa Tv, Spain
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