

Camilo Beltran Jimenez

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Sales Executive | SaaS & Cybersecurity | LATAM & Caribbean

Results-driven and highly versatile sales leader with a proven track record of exceeding quotas by up to 280% in one year in B2B SaaS and Cybersecurity. Expertly manages the full sales cycle, including strategic renewals, and provides in-depth technical engineering support. Proven ability to drive significant revenue growth, navigate complex market shifts, and close landmark deals of up to USD 1.2M. Recognized for consistent top performance and informal leadership in sales enablement. Seeking an Account Executive, Territory Sales Manager, or Sales Executive role to leverage a comprehensive understanding of the sales funnel and technical solutions.

WORK EXPERIENCE

Trellix (formerly McAfee) • Bogota, Colombia • 08/2020 - 10/2024

Territory Sales Manager - English Caribbean • Full-time

- Managed the end-to-end sales cycle for cybersecurity and SaaS solutions, driving +80% YoY growth within 9 months by reactivating dormant accounts and cultivating new client relationships.
- Functioned as the primary technical sales engineer, independently conducting commercial/technical presentations, live solution demonstrations, and creating custom laboratories within 3–5 days of request.
- Developed and executed comprehensive renewal strategies, ensuring a customer retention rate exceeding 90% annually while driving substantial upsell and cross-sell.
- Managed a 10x forecast pipeline and spearheaded training/enablement initiatives for new hires on sales tools and presentation best practices, impacting over 20 individuals within the year.

Sales Account Manager - Colombia, Ecuador, Peru and Venezuela • Full-time

- Led new logo acquisition and new business development, achieving 280% of quota in 2022 and driving significant market expansion.
- Managed the full sales cycle from prospecting to positioning optimal solutions, contributing directly to regional revenue growth.
- Successfully navigated the company's brand transition from McAfee to Trellix and handled complex negotiations with Deal Desk amidst challenging economic conditions.

Renewal Account Manager - Colombia and Venezuela • Full-time

- Managed the renewal process for over 1,000 customers, consistently achieving 90%+ retention rates and exceeding sales quotas by 130% (2020) and 180% (2021) within the fiscal year.
- Developed and executed a comprehensive renewal plan combining mass outreach with targeted one-to-one calls, securing upsell/cross-sell opportunities within 2 weeks of expiration date.
- Provided dedicated technical engineering support for renewal accounts, including creating laboratories and delivering presentations to demonstrate solution value.

SKILLS

Sales & Business

Development:

Account & Territory Management, Channel Partnerships, Customer Relationship Management (CRM), Forecasting, Full Sales Cycle Management, MEDDPICC, Negotiation, New Business Development, Pipeline Management, Renewal Strategy

Technical Expertise:

Cybersecurity (Endpoint; XDR; Cloud; SecOps; Zero Trust), Product Demonstrations, RFP/RFI Response, SaaS Solutions, Solution Architecture, Technical Presentations

Tools & Platforms: Clari, Clari, CPQ, CPQ, Salesforce CRM, Salesforce CRM

Languages: English (Fluent), Spanish (Native)

EDUCATION

Postgraduate Degree in Negotiation

University of Los Andes, Colombia
Bogotá, Colombia
08/2022 - 07/2023

B.S. in Systems and Computer Engineering

University of Los Andes, Colombia
Bogotá, Colombia
08/2016 - 05/2020