

Camilo Beltran Jimenez

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Territory Sales Executive | SaaS & Cybersecurity | LATAM & Caribbean

Bilingual tech sales executive with 4+ years of experience leading SaaS and cybersecurity sales across LATAM and the Caribbean. Achieved 280% of the quota in 2022 and delivered 80% YoY growth. Skilled in full-cycle sales, Salesforce forecasting, consultative closing, and partner-led go-to-market strategy across enterprise and startup clients.

SKILLS

Sales Strategy & Methodologies: Consultative Selling, Full-Cycle Sales, MEDDPICC, Outbound Prospecting, Partner-Led GTM Execution

CRM & Sales Tools: Clari, Google Workspace, LinkedIn Sales Navigator, M365, Salesforce

Technical Proficiency: API & Cloud Terminology, Data Analysis & Reporting, Independent Technical Discovery, SaaS & Cybersecurity Solutions, Technical Demo Execution

Communication & Leadership: Bilingual: English & Spanish, C-Level Engagement, Cross-Functional Collaboration, Negotiation & Conflict Resolution, Public Speaking & Presentation

WORK EXPERIENCE

Trellix (formerly McAfee)

Bogota, Colombia • 08/2020 - 10/2024

Territory Sales Manager - English Caribbean • Full-time

- Increased revenue by 80% within 9 months by leading outbound campaigns and closing full-cycle cybersecurity and SaaS deals.
- Accelerated pipeline conversion by organizing 5+ field events and leading three partner enablement sessions across the Caribbean in 2024.
- Shortened average deal cycle by 25% in H1 2024 through structured follow-ups and optimized Salesforce pipeline routines.
- Reduced onboarding delays by 25% within one quarter by aligning sales with marketing, logistics, and admin teams.
- Drove license expansion by applying solution-selling techniques during discovery and demos in startup-like regional markets.

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

- Exceeded monthly sales targets by 280% in 2022 through targeted outbound prospecting, lead qualification, and personalized follow-up across four LATAM markets.
- Closed new business with founders and executives by delivering tailored pitches and nurturing high-trust relationships in Spanish and English.
- Improved forecasting reliability by aligning CRM usage across teams, increasing quarter-end forecast accuracy by 20%.
- Drove regional GTM strategy by adapting sales messaging to market maturity, improving prospect engagement by 15% within two quarters.
- Increased lead-to-opportunity conversion rates by 30% within two quarters by co-developing localized messaging and demo content with marketing.

Renewal Account Manager - Colombia and Venezuela • Full-time

- Increased renewal rates by 30% within two quarters by identifying upsell opportunities and executing proactive, value-driven client outreach.
- Managed a portfolio of 1000+ active accounts, ensuring contract renewals, customer satisfaction, and account expansion through consistent touchpoints.
- Improved billing accuracy and timeline compliance by aligning contract workflows with accounting and operations teams.
- Enhanced retention metrics by implementing structured follow-up routines and strengthening collaboration with customer success.
- Supported forecasting and retention planning by leveraging CRM data and reporting tools aligned with internal stakeholder expectations.

- Mentored 25+ students per semester in web development courses covering HTML, CSS, JavaScript, and React, improving project quality and engagement.
- Evaluated assignments and coding exercises for 25+ students in Algorithms & Programming I, delivering actionable feedback that enhanced performance.
- Supported curriculum delivery by coordinating lab sessions, resolving blockers, and helping students apply theoretical concepts in practical environments.
- Strengthened communication and facilitation skills while simplifying complex technical topics for first-year engineering students.
- Contributed to improved student retention in core programming courses by creating accessible resources and fostering inclusive classroom dynamics.

EDUCATION

Postgraduate Degree in Negotiation in Business Administration and Management, General

University de Los Andes, Colombia

Bogotá, Colombia • 08/2022 - 07/2023

- Focused on effective communication and organizational conflict resolution.
- *Key coursework: Bilateral & Multilateral Negotiation, Intercultural Negotiation, Conflict Management in Organizations.*

B.S. in Systems and Computer Engineering in Systems and Computing Engineer

University de Los Andes, Colombia

Bogotá, Colombia • 08/2016 - 05/2020

- Awarded a full scholarship by Colombia's Ministry of Information and Communications Technology (MinTIC).
- *Key coursework: Data Structures and Algorithms, OOP, Transactional Systems, Algorithm Design, Statistics, Business Intelligence, Optimization.*

CERTIFICATIONS

Play It Safe: Manage Security Risks

Google

06/2025

Foundations of Cybersecurity

Google

05/2025

AWARDS & SCHOLARSHIPS

President's Club – Club Excellence (2022)

Trellix

01/2023

Commercial Rep Of The Year (2022)

Trellix

01/2023

President's Club – Club Excellence (2021)

Trellix

02/2022

Full Scholarship - Talento TI

Ministerio de Tecnologías de la Información y Comunicaciones de Colombia (MinTIC)

01/2017

VOLUNTEERING & LEADERSHIP

Techo - Colombia

Habitat Coordinator

07/2012 - 12/2016

Bogota, D.C.

Led the planning and construction of 200+ emergency housing units in underserved communities. Managed 15+ volunteers and conducted 500+ field assessments to ensure impact and follow-up.