





JAVIER V. GOLFE

INTERNATIONAL SALES MANAGER WITH STRONG IT BACKGROUND

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 Herlev, Denmark

 1984, Spain





EXPERIENCE

Business Development EMEA

SAPEC

<http://www.sapec.es/>

 Sept 2017 – Ongoing

 Herlev, Denmark


Responsible for sales & marketing in the EMEA region from the sales office in Denmark. Performing 80% business development in new regions and 20% sales management of existing customers.


SAPEC deals with public and private customers of the broadcast and telecom sector with video transport solutions.

Director Global Sales & Marketing

ProTelevision Technologies A/S

www.protelevision.com

 Apr 2015 – August 2017


 Rødovre, Denmark


Responsible for sales and marketing globally with focus in large manufacturers and broadcasters. Preparation of sales forecast. Referring to CEO and owners. Recruiting, coaching, training & managing the sales team (4 persons).

Regional Sales Manager

ProTelevision Technologies A/S

www.protelevision.com

 May 2012 – April 2015


 Rødovre, Denmark


International sales of advanced solutions directly and through channel partners within the broadcasting industry. LATAM, EMEA and SEA regions, referring to the sales director. Managing and coordinating marketing activities and exhibitions globally.

Sales Engineer

Broad Telecom S.A.

www.btesa.es

 April 2011 – April 2012

 Madrid, Spain

B2B and B2G sales of TV transmitting systems to Broadcasters & TV operators. Mainly LATAM. Headhunted by ProTelevision Technologies in Denmark.

MY FREE TIME

I love spending time with my wife Cathrine, registered nurse, and our son Mateo (4 years). We love to plan and travel as a family. Camping, fishing, trekking and other nature related activities is what we like to do in the weekends.

Vintage Apple computers is another passion where I use a bit of my free time.

PROFILE

- International mind-set with cross-cultural knowledge.
- Strategically thinking and result driven.
- Self-starter and management spirit.
- Independently working – Analytical and result-oriented.
- Profound technical background: Hands-on product sales profile
- Good interpersonal skills and high personal integrity
- Always enthusiastic and positive

SKILLS & STRENGTHS

Technical Sales B2B Forecasting Contract Negotiation
Sales team management and motivation Product Marketing
International Business Development Recruiting OEM Sales
GKAM & KAM Broadcasting Management

Salesforce.com Advance user Advance Microsoft Office user

Sharp with any proprietary CRM/ web interface

LANGUAGES


	Verbally	Writing
Spanish	●●●●●●	●●●●●●
English	●●●●●●	●●●●●●
Danish	●●●●●●	●●●●●●
Portuguese	●●●●●●	●●●●●●
Italian	●●●●●●	●●●●●●
French	●●●●●●	●●●●●●


EDUCATION

International Business Program and Final Thesis

Danish Technical University

www.dtu.dk

 Aug 2009 – Aug 2010

 Ballerup, Denmark

M.Sc. in Telecommunications

Polytech. University of Valencia

www.upv.es

 Sept 2002 – Jun 2009

 Valencia, Spain