JAVIER V. GOLFE

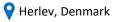
INTERNATIONAL SALES MANAGER WITH STRONG IT BACKGROUND



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EXPERIENCE

Business Development EMEA

SAPEC

http://www.sapec.es/



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 & STRENGHTS

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	000000	000000
English	000000	000000
Danish	000000	000000
Portuguese	000000	000000
Italian	000000	000000
French	000000	000000

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

Esept 2002 – Jun 2009

