





JAVIER V. GOLFE

INTERNATIONAL SALES MANAGER WITH STRONG IT BACKGROUND

 javier@golfe.dk

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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. As “a good Spaniard” I am a soccer fan also. Vintage Apple computers is another passion where I use a bit of my free time.

PROFILE

- International mind-set with cross-cultural knowledge.
- Strategic 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
- 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


LANGUAGES

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

EDUCATION

M.Sc. in Telecommunications
Polytech. University of Valencia www.upv.es
 Sept 2002 – Jun 2009  Valencia, Spain

Danish Technical University www.dtu.dk
 Aug 2009 – Aug 2010  Ballerup, Denmark

Marketing
Strategic marketing: Keys to a successful competition
IESE Business School www.iese.edu/
 Apr 2020 online