CURRICULUM VITAE

### Jeroen Deweer (account, sales en product management)

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Tel: +34627409460 Kortrijk, 26th of March 1974 (37 year)

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##### EDUCATION

**1992/97 Master in Engineering: University of Gent (Belgium)**: specialty: electro mechanical engineering

**1996/97** **Erasmus exchange program at the University of Santander, Cantabria (Spain)**

**1986/92** **Bachelor Latin Mathematics at the Sint-Amandscollege, Kortrijk (Belgium)**

##### EXPERIENCE

alava

**Aug 2009 – Company: Alava Ingenieros (Madrid, Spain):** [www.alava-ing.es](http://www.alava-ing.es)

**May 2011 Job title: Sales manager**

**(21 months)**

Distribution and integration company of high tech products

Solution sales & consulting of instrumentation, test software, simulation software, etc

**Job Description**:  
-Account management and direct sales (deal size: 15 K€ - 500 K€)

-Business development of new products and technologies  
-Responsible for the long term relations and negotiations with the technology partners  
-Collaboration with other departments of Alava Ingenieros: direction, marketing and technical department

-Configuration of the complex technical-commercial offers   
-Definition and initiation of marketing campaigns

**Customers:**

-Automotive: Seat, Renault, NTC-E Nissan, IDIADA, etc

-Energy: Gamesa (wind), Iberdrola (electricity), etc

-Aerospace: Airbus, INTA, ITP, etc



**April 2008 – Company: IPS Invensys (Madrid, Spain):** [www.invensys.com](http://www.invensys.com)

**Aug 2009 Job title: Client Sales Executive**

**(17 months)**  
Multinational of hardware, software and consulting services in the process industry

Solution selling of maintenance management sw, production planning sw, simulation training sw, process automatization, safety, etc

**Job description**:

-Account management (deal size: 100 K€ - 1 M€)

-Business development

-Sales   
-Generation and execution of business plans together with the management

**Customers:**

-Chemical industry, energy and oil&gas in Spain and Portugal

alava

**Abril 2004 – Company: Alava Ingenieros (Madrid, Spain):** [www.alava-ing.es](http://www.alava-ing.es)

**Abril 2008 Job title: Product manager**

**(48 months)**

**Job description:**

**-**Internal sales and direct sales (deal size: 30 K€ - 1 M€)

**-**Responsible for the sales and technical-commercial support of the solutions and products related the design, optimization and troubleshooting of acoustics and vibration   
-Responsible for the long term relations and negotiations with the technology partners

-Configuration of offers

**Customers:**

Automotive, aerospace and mechanical engineering in Spain and Portugal

**logo-LMS**

**Januari 2001- Company: LMS International (Leuven, Belgium):** [www.lmsintl.com](http://www.lmsintl.com)

**April 2004 Job title: Senior Presales Engineer**

**(39 months)**High tech company of solutions in instrumentation, test and simulation software for automotive and aerospace  
  
**Job description:**

-Pre-sales and technical-commercial actions at external customers

-Support of the international agents and distributor companies

-Internal coordination of projects and configuration of complex offers

-Responsible for the technical-commercial presentations and demonstrations

**Customers:**

Customers from Spain, Benelux, Scandinavia, Poland, Latin-America, Azie and Australia

logo-LMS

**Sept 1997 – Company: LMS International (Leuven):** [www.lmsintl.com](http://www.lmsintl.com)

**Januari 2001 Job title: Application Engineer**

**(52 months)**

**Job description:**

-Internal sales

-Technical-commercial support to the international sales offices

-Technical marketing

-Customer Services and Software quality control

-Publications, lectures and presence at international conferences

**January 1997 –**

**June 1997 Company: Fundimotor, NISSAN (Torrelavega, Spain)**

**THESIS: validation and simulation of an acoustic map of an industrial plant**-Experimental validation of the models   
-Optimization of the simulation software

##### LANGUAGES

**Dutch Mother tongue**

**Spanisch High level:** spoken and written

**English High level:** spoken and written

**French** **Medium level**: spoken and written

**German** **Knowledge**

##### HOBBY´S

**SPORTS** Swimming, biking, golf and mountain activities

**SOCIAL** Travelling

##### TRAINING

**2008** Full year training course ‘solution selling’: during 2008 by [www.nf5.com](http://www.nf5.com)

**2006** Time management

**2005** Sales –and negotiation skills

**2003** Presentation skills

##### COMPUTER SKILLS

**O/S** WINDOWS NT/2000/XP. UNIX. (+ Microsoft Office, etc)

**CRM** Sage SalesLogix, Siebel y SalesForce

##### ARTICLES AND PUBLICATIONS

**February 1999** International Modal Analysis Conference (IMAC 17), Orlando (USA)

**May 1999** Society of Automotive Engineers (SAE), Traverse City (USA)

**June 1999** European Automotive Engineering Conference (EAEC), Barcelona (Spain)

**February 2001** International Modal Analysis Conference (IMAC 19), Orlando (USA)

**May 2001** Society of Automotive Engineers (SAE), Traverse City (USA)