



**MIGUEL MAQUIEIRA** based in

Marketing Director at Orange Group

- Phone number: +34 85994783434
- Email: miguel@gmail.com
- LinkedIn chat

### Key-Facts & Conversation-Hooks

- Manuel has a bachelor degree in Computer Engineering, by the Universidad Pontifica de Salamanca and several other courses and degrees in universities as IESE Business School, IE Business School and Universidade Politécn... years at Accenture in the beginning of his career
- He has worked for quite a long time at Indra being director of several areas there
- He has a history of being a Professor in a few Universities
- He has joined his current company just 9 months ago

### Personality-Based Conversation-Tips

Type: **analytical**

- Get right to the point; avoid small talk and use a precise, unemotional & serious language
- Mention flaws before the prospect does and ask about current pain-points
- Explain your product very detailed, provide as much data as possible and use reliable evidence

### Key-Facts & Conversation-Hooks - Company

The company focuses on the following core businesses:

- Strategic Consultation and Research
- Consulting on Commercial Outsourcing
- HR Consulting and Learning
- The company acts in 27 countries in Europe and in Mexico, Colombia, Peru, Argentina, Venezuela and in Puerto Rico

They hold a team of 150 consultants and more than 1,000 companies worldwide use their services

Inmark manages and R+D+i portfolio work more than 40 million euro.