



Mauricio Álvarez García

Strategy Tech Business Development Manager

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Professional Summary

Experienced Sourcing and Sales Hunter Specialist with a strong background in Software Development, Headhunting, Digital Transformation, Cybersecurity (Multisector). Over 8 years of experience driving business development.

Industries

High-Tech | Mobile | Internet | Travel | Telecom | Computer Software & Hardware | Media | Information Technology | Retail | VideoGames | Security Systems | Banking | Insurance | Defense | HR

Key Skills

- Sales Hunting 360
- Digital Transformation and project management
- Multilingual Communication (Spanish, English, German, Portuguese)
- Leadership and Recruitment

Professional Experience

Business Developer Manager – Scrum Master- Iberia | MatchTech

Dates: April 2022 – Present

- Development of new business opportunities in the technology, telecommunications, and media sectors, focusing on medium and large enterprises.
- Leading the technology department and managing a team of five, focused on software development and IT projects.
- Maintaining strong customer relationships and identifying new business opportunities.
- Management and strengthening of business relationships with clients throughout the project lifecycle and hiring processes.
- Promotion and development of services related to technology projects and client-specific solutions.
- Identification and strategic market analysis to expand the business portfolio in the Iberian region.
- Proactive maintenance and sustained growth of the client base, ensuring high-quality service delivery.

Business Development & Community Manager | Nazaríes

Dates: June 2021 - April 2022

- Oversaw sales management and business development initiatives targeting both top corporate customers and medium-sized markets, with a focus on Services for SaaS companies (Software development, IT Support projects)
- Designed and implemented strategies to expand client portfolios across various markets such as agriculture, road infrastructure, ticketing systems, industrial applications, and packaging sectors.
- Facilitated the seamless integration of complex technological solutions into clients' operations to drive efficiency and innovation.
- Analyse market trends and customer needs to develop tailored service offerings aligned with industry demands in SaaS applications.
- Collaborated cross-functionally to ensure project delivery met quality standards within the agreed-upon timelines and objectives.

Sales Specialist – Madrid, Spain | ADI Global Distribution

Dates: Dec 2019 - June 2021

- Oversaw sales management and business development efforts across Iberia and Latin America, targeting top corporate customers and medium-sized markets.
- Focused on the promotion and distribution of security systems and alarm solutions for industry-specific clients.
- Delivered tailored strategies to meet the unique needs of corporate accounts, ensuring alignment with business goals.
- Fostered strong relationships with key stakeholders to drive customer retention and business growth in assigned regions.
- Contributed to revenue optimization by identifying market opportunities in the security systems sector while leveraging regional insights.
- Ensured seamless communication between sales teams, clients, and internal departments to support long-term partnerships.

Sales and Operations Specialist – Madrid, Spain | Westcon Group

Dates: Dec 2017 - Dec 2019

- Oversight of sales operations in the Iberia region, specializing in IT products and security solutions.
- Coordination with UCC vendors, including Avaya, Cisco, Extreme Networks, and Oracle, to optimize operational efficiency.
- Expertise in SAP systems for managing and streamlining business processes related to sales operations.
- Resolution of post-sales customer service issues such as returns, renewal challenges, and system-related problems.
- Management of customer support processes to ensure high levels of satisfaction and swift resolution of concerns.
- Collaboration with internal teams and external vendors to address customer needs effectively and maintain operational performance.

Business Analyst – Madrid, Spain | Enisa

Dates: Jan 2016 - Dec 2017

- Development of operational analyses to drive financing for SMEs, with a focus on innovation and business growth projects.
- Financial and strategic evaluation of funding requests, ensuring the viability and sustainability of approved projects.
- Coordination with various internal and external teams to optimize the analysis and approval processes of operations.

Internship Department of Products – Granada, Spain | Caja Rural (Bank)

Dates: Dec 2015 - sep 2016

Languages

- Spanish: Native or Bilingual C2
- English: Native or Bilingual C1-C2
- Portuguese: Full Professional B2-C1
- German: Full Professional B2
- French: Limited Working A2

Education

MBA | Universidad Autónoma de Madrid (2016 - 2017)

BA in Economics | Universidad de Granada (2010 – 2014)

Scrum Master Certification (2024) – Agile Project Management (150 h)

Project Management PMI Certification (2024)

Basis Python Development Course

World Trade Organizaton Course

Six Sigma Certification (2025) (60h)