

# Pablo Lopez, Business Developer

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PROFILE	Results-driven Business Developer with over 6 years of experience in driving growth and enhancing client relationships across diverse sectors. Proven expertise in B2B sales, strategic project management, and business development
	Fluent in four languages, adept at leveraging effective communication and innovative problem-solving.

## EMPLOYMENT HISTORY

Mar 2024 — Present	Business Developer, Visualizy	Stockholm
	Business Developer at Visualizy, driving <b>market expansion and client acquisition</b> .	
	<ul style="list-style-type: none"><li>• <b>Generated 150+ qualified leads in 12 months</b> in FinTech.</li><li>• <b>Closed a €40K ARR enterprise deal</b>, expanding the client portfolio.</li><li>• <b>Engaged C-Level stakeholders</b>, advancing key opportunities.</li><li>• <b>Aligned with marketing &amp; product teams</b> to refine offerings.</li><li>• <b>Collaborated with developers</b> to position an API solution linking banks to ERP systems.</li></ul>	
Oct 2022 — Mar 2024	Pre Sales Consultant, Censhare	
	This position involved working closely with the sales team to create compelling proposals that showcase our product's capabilities and benefits.	
	<ul style="list-style-type: none"><li>• <b>Generated 14 qualified leads</b> across <b>3 Nordic markets</b>, driving <b>€30K–€90K RFPs</b> with major enterprises.</li><li>• Expanded sales funnel through <b>customer engagement, lead nurturing, and account-based marketing (ABM)</b>.</li><li>• <b>Collaborated with IT &amp; Sales teams</b> to advance <b>complex B2B sales cycles</b> in the Nordics.</li><li>• <b>Led outbound lead generation</b> with a Swedish partner, leveraging <b>Salesforce (SF), ZoomInfo, and EVP strategies</b>.</li></ul>	
Mar 2021 — Oct 2022	Account Manager, Medinet/Visma	Stockholm
	<ul style="list-style-type: none"><li>• <b>Successfully managed a diverse portfolio</b> of accounts, achieving sales on with a SAAS solution aimed to healthcare, market analysis, client support and customer acquisition</li><li>• Implemented successfully the solution to <b>2 new hospitals 12 000 Euros generated</b>).</li><li>• Conducted regular account reviews to <b>assess performance</b> and identify areas for improvement.</li><li>• <b>Implemented customer feedback mechanisms</b>, enhancing service delivery based on client insights.</li></ul>	
Sep 2017 — Feb 2021	Partner Manager Nordic, TSO	Stockholm
	Consistent and profitable growth :	
	<ul style="list-style-type: none"><li>• Creation of JV with Infranord for the EO6A Westlink BEST project leading to TSO's first project in the Nordics <b>worth 54 M EUR</b></li><li>• Established smaller partnerships in the Baltic countries (International business development, Price estimation, Marketing material creation, Consulting, Problem Solving, Project Management)</li></ul>	

## EDUCATION

Jan 2015 — Jun 2017	Master Degree in Economics , Aalborg Universitet
Sep 2012 — Jun 2014	Bachelor in Supply Chain Management, ESCI

SKILLS	Business Development	Expert	Sales Strategies	Expert
	Client Relationships	Expert	Market Research	Expert
	Project Management	Expert	Account Management	Expert

LANGUAGES	French	Native speaker	Swedish	Native speaker
	English	Native speaker	Spanish	Highly proficient