



## Nicolas Malvasio

29 Años

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### MBA - Telecommunications engineer / Presales Consultant Executive ICT-DC

I am focused in developing business technology solutions, making use of my engineering / commercial training. My strength is based on the needs assessment of the business client and the value generation offering new solutions with a consultant approach. I have sold projects of Telemetry, PABX systems, Emergency, own card validation systems, Data Center, Wi-Fi, Multihoming, among

#### Skills / Capabilities

##### Trade capacity and negotiation

Experience: meetings governments and major companies in the region

Achievements: closed sales in solutions and data center as well as standard products (Office 365, MDM Afaria, etc)

##### Leadership and teamwork

Experience: I have coordinated efforts in working groups heading for a particular project to achieve the objectives

Achievements: sale and implementation of projects of great billing, in which I have coordinated the interaction between different areas to achieve the objective

##### Analytic Capacity

Experience: Work on commercial and economic models of great complexity.

Achievements: I have managed to integrate different vendors making a turnkey solution, designing a technical and economic model in service mode to be offered to the customer.

#### Academic training

##### 2011-2014 MBA (Master business Analyst)

Facultad Nacional de Córdoba.

Training in Business Administration, HR, Marketing, Economics, Accounting, Business Administration, among others.

##### 2004-2009 Telecommunications engineering

Instituto Universitario Aeronáutico



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**Telecommunications engineer / Presales  
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6 Years

**Experiencia profesional**

**2012- Hoy Telecom Argentina S.A.**

Cargo: Product Executive ICT-DC Mediterranean Region  
Function: Responsible for selling and designing custom projects and Data Center for large customers in the region. Upon detection of a business opportunity, we carry out the design and integration of different suppliers to offer a turnkey solution to the end customer. Some projects in which I participated:

- Telemetry Utility
- Telephonic central
- Own card validation system
- Radio System
- Systems 911, Panic Button
- Data Center (Housing, Virtualization, DRS)
- Multihoming, network solutions

Awards:

2014 – “2º place Best Account Planning GGCC”  
2015 – “Gold distinction GGCC”

**2012-2012 Cisgroup Latinoamérica**

Position: Commercial product development (R & D + i)  
Function: A was in charge of developing new commercial products. My role was to identify products from international suppliers, import samples and work on economic and business models to make available the selling to the account executives.

**2011-2012 Ar Consultores**

Position: Desarrollo sobre plataforma Android  
Function: My role was to investigate the Android platform to perform different applications. Personally I have developed the following applications:

- KirbyJuggle: kids game 7000 downloads.
- Bubble: kids game
- Share: an app to share positioning and information with people inside an enterprise

**2009-2012 Com-tech - Segurade**

Position: partner  
Function: We were dedicated to the maintenance of computer networks, hardware sales and installation of CCTV

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**Other Information**

**Language** **English:** High Level. TOEFL EXAM 86 Puntos. CCUSA experience, living and working 5 month in EEUU  
**Italian:** Low Level.

**Computing** **PHP.** High Level  
**Mysql.** Medium Level  
**Linux.** Low Level  
**Android.** Medium Level  
**Project.** Medium Level  
**Office.** High Level

**Personal Project:**

**Warasolutions.** Software developping.  
[www.warasolutions.com](http://www.warasolutions.com)

**Hobbies:**

**Instruments.** Saxo, Piano, Drumm, Guitar  
**Deportes.** Tennis, Paddle y Futbol

**Nationality:**

**Argentina/Italiana**

