

Yedithza Velázquez Nava




- SUMMARY:**
- More than 13 years of experience on IT sales.
 - Increased sales and profitability in the region.
 - Portfolio of customers in Mexico.
 - Project Management for sales and new customers projects.
 - Tailored commercial strategies developed for every need.

WORK EXPERIENCE:

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|------------------------|---|
| Company |  Inseti Automation Group (Zapopan, Jalisco, México) |
| Dates | January 2016 – Current Job |
| Main Activities | <u>Sales Executive</u> . IT Services and Infrastructure sales, including datacenters, telecommunications, information security, audio and video automation, internet service. Client prospection, opportunity analysis, development of new projects and customer portfolio generation. Follow-up of purchase orders and invoicing. |
| Accomplishments | <ul style="list-style-type: none">- Contract negotiation and closure for new customers.- Added new projects to the portfolio.- Negotiated new projects for 5 million USD. |
| Company |  Global Knowledge (Ciudad de México / Guadalajara, México) |
| Dates | November 2006 – November 2015. |
| Main activities | <u>Regional Commercial Manager</u> . IT training sales focusing on Government and Corporate sales. Client prospection, opportunity analysis, new projects development, customer portfolio generation, Small and medium enterprise size companies, corporate and government. Operative area y commercial support. New hire knowledge transfer. Post-sales service. |
| Accomplishments | <ul style="list-style-type: none">- Customer portfolio creation and a constant increase of new customers for the region. |

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| | <ul style="list-style-type: none"> - Increment of sales achieving objectives and most of the times exceeding them. - Increased personnel hired in the branch by opening market in the region. - Strong bond and trust relationships with all customers. - New customers search and opening of new business relationship pursuit. - Sales increase from \$100,000 MXP to more than \$1,000,000 monthly growth in 7 years. - Career growth from Commercial Advisor Jr. to Regional Commercial Manager. |
| Company |  Mactell de México (Estado de México, México) |
| Dates | September 2005 – Junio 2006. |
| Main activities | <u>Account Manager</u> . Account service, portfolio follow-up, prospects, sales, closure and post-sales service. Retail, logistics, distribution and finances enterprises sales. Account manager for Xtreme Planet, Price Shoes, Vicky Form, Modatelas, Costco, 7-eleven, Grupo Zaga, Livepool, Comex, etc. |
| Accomplishments | <ul style="list-style-type: none"> - Customer portfolio creation closing national contracts with Comex. - Contract extension with CostCo. - New contract negotiation and closure for other customers. - New customers scouting and negotiation to increase the portfolio. - Career growth from Project Leader to Account Manager. |

EDUCATION:

| School | Degree | Time Frame |
|---|--|-------------|
|  Instituto Tecnológico y de Estudios Superiores de Monterrey | Bachelor in Systems Engineering with specialization in networking. | 1998 - 2003 |

TRAINING:

| Title | Institution | Date |
|---|--------------------|------|
| - IIBA Business Process Analysis | Global Knowledge | 2015 |
| - Effective Sales | Global Knowledge | 2015 |
| - 5 tips in 5 days to have more sales | Oracle Sales Cloud | 2015 |
| - IT Project Management | Global Knowledge | 2014 |
| - Mastering Microsoft Project 2013 | Global Knowledge | 2013 |
| - ITIL v3 Foundations | Global Knowledge | 2012 |
| - Management | Global Knowledge | 2010 |
| - Sales with neurolinguistics programming | ITESM CEM | 2003 |

TECHNICAL KNOWLEDGE:

| Area | Detail | Years of Experience | Level |
|--------------------------|---------------------------------|---------------------|--------------|
| Operating Systems | Windows 3.x – Windows 10 | 17 | Expert |
| | Mac OS | 9 | Expert |
| Databases | SQL | 4 | Intermediate |
| ERP | Sugar, CRM, Auric, Great Plains | 9 | Advanced |
| Other Tools | Office, MS Project, SharePoint. | 17 | Expert |

LANGUAGES:

| Language | Level |
|----------|----------|
| Spanish | Native |
| English | Advanced |
| French | Basic |

PERSONAL INFORMATION:**Telephone**

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|-------------|----------------|----------|
| Cell | (33) 3167 0057 | All day. |
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E-mail

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|-----------------|----------------------|
| Personal | yedy.dance@gmail.com |
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Additional Information

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| Visa | November 6, 2017 |
| Passport | October 17, 2022 |
| Age | 35 |
| Marital Status | Married |