
Wencio Martinez

MBA • +1 7863285635 • wdannimartinez@gmail.com

Computer Engineer with masters in Business and Finance. Established Business and Partner Development Executive, **+25 years of professional experience**, with the demonstrated ability to formulate, define, and support **new business development strategies**, for **worldwide customers**, **which resulted in total closing of contracts around low nine figures, only in the last ten years**. In the areas of Fintech, Real Estate, Insurance, and Crypto, for customers in the Banking, Telecommunications, Industry, Government and Insurance sectors.

EXPERIENCE

Software Engineer / Crypto Investor

Self Employed-- 6/2021 to present

Miami/Bogota/Caracas

Dividing my time between:

- 1.- Developing front end and back end applications using: HTML/CSS/React/Solidity/Python/Brownie/Truffle.
- 2.- Evaluation and Investment in the cryptocurrency market and its technologies.

Executive Business and Partner Development Manager/Trader

Self Employed -- 10/2012 – 6/2021

Miami/Bogota/Caracas

Dividing my time between:

1.- Business and Partner development:

Identify and close deals **for more than \$ 80 MM**, with worldwide clients in the areas of:

Information Technology/Fintech, Insurance, Real Estate (Commercial and Residential), Lending/Mortgage/financing markets.

Awards:

- Top producer 2018 MassMutual Insurance
- Top Producer 2017 and 2018- Related ISG International Realty
- Top Producer 2019 - Optimar Realty
- Top Producer 2016 Lending -Starfund Lending LLC

2.- **Crypto Trading and Financial Advisor**: where my mission is to empower individuals, businesses, and investors to seize the tremendous financial opportunities arising from the crypto revolution.

AUM (Assets under management) low seven figures

Unovalores Broker Dealer Caracas Venezuela

Trader

Oct 2009-Oct 2012

Bonds and money exchange trader.

SUN Microsystems Bogota, Colombia

Software Manager North of Latin America

01/2005 – 10/2008

☞ Defined strategies and created a business plan for selling software products (java) for customers in the North of Latin America (Colombia, Venezuela, Caribbean Islands and Centro America). **Was awarded worldwide Business Manager of the year in 2006**. Customers as EPM (Empresas publicas de Medellin), CANTV, Cable and Wireless Communications in Aruba/Curazao, Bancolombia, etc.

☞ Created and lead a team responsible for all businesses of assigned customer accounts in the territory.

☞ Created an ecosystem of partners in the region that helped in the daily sales and support in the territory.

Microsoft Corporation Caracas Venezuela and San Francisco CA.

Account Manager and Software Development Manager Latin America

03/1997 – 10/2004

☞ Defined strategies and created a business plan for selling Microsoft products for customers, first as an

account manager for telco, industry and government in Venezuela. My customers were CANTV (GTE), TELCEL(Bellsouth), Empresas Polar, CVG, SENIAT, etc.

- Then I was transferred to the Microsoft campus in San Francisco/USA and worked as a business development manager of Microsoft TV Product for Latinoamerica. Developed the business through Latam Partners. Working together for customers as : Telmex/America Movil, Televisa, Telefonica Brasil, Grupo Clarin, etc

- **Was awarded top producer 1998** after closing one of the biggest worldwide telco contract using MCIS (Microsoft Commercial Internet System) with the Venezuelan telecommunication company (CANTV)

- **In 1999 was awarded a recognition** for helping the development of the Venezuelan Microsoft Business.

EDUCATION

Simon Bolivar University Caracas, Venezuela

Computer Engineer (Top 20) Feb 1992

IESA Caracas, Venezuela

MBA Master in Business Administration/ Finance Oriented (Top 5) Dec 2003

IE Madrid, Spain

International Business Dec 2004

INALDE, Colombia

Executive Development Jan 2000

SKILLS & INTERESTS

Licenses: Real Estate, Mortgage Loan Originator, Series 56 (Proprietary Trading), Full Stack Developer

Technologies: Cloud, AI, Machine Learning, Blockchain, Microsoft Azure, JavaScript, Python, Node.js, Angular, Solidity.

Languages: English, Spanish, Italian

Interests: Martial arts, economics, leadership, boating, computer programming.