CURRICULUM VITAE

**SERGIO FRANCISCO CORREA MÁRQUEZ**

**GENERAL INFORMATION**

RFC: COMS-730902

Date of birth: September2 1973

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**ACADEMIC EXPERIENCE**

**Ingeniería en Telecomunicaciones** 1994- 1998

Universidad del Valle de México Campus Lomas Verdes.

Naucalpan, Estado México.

**LANGUAGES**

English:Skilled

Spanish: Native language

 **Skills & Qualifications**

* Skill full keeping the sales and work flow from prospecting to close.
* Using the sales tools ( CRM ) as Sales Force and Dynamics to report and follow up all the sales pipeline.
* Very opened mind to flex any situation to prioritize a solution with a smart and right decision.
* Always making a deep analyze and search for the right solution for any question, issue or problem with a cold mind to have better decision.
* Hi empathy to demonstrate any right point o view for a need or position and always willing to listening and discuss others ideas from other coworkers and customers
* Seeking every day for new teachings and use all the sales tools available to improve my techniques and my sales methods.
* Confidence, great sense of honesty, very responsible, and enjoy helping others to get success.
* Always studying all the possible scenarios that the day to day could happen with the customers and be able to anticipate any issue and have for advance a solution win win.
* Capable to embrace any change.
* I take all the challenges as the best things of the work and in my life, because without them every job, work even your day to day will turn without sense

# WORK EXPERIENCE:

**Vzcomm July 2019**

 **Sales Director**

* Analyzing the needs of customers, coordinated with all the areas involved in the development and launch of new products.
* Set the objectives and sales quotas of each period and distribute them among the sellers.
* Prepare the budget and sales forecasts, and make their corresponding follow-up.
* Establish a system of remuneration and incentives that support sales objectives.
* Support the recruitment and negotiation with large accounts, strategic clients.
* Set price lists, discount percentages and delivery times, budgets for sales, sales methods, and incentives and special campaigns.
* Develop of new strategies to know their inventory, the competition, pricing, consumptions and reach the exactly information to know when they will be need more products, a better price in right time.
* The customers that I am holding in Mexico; AT&T, TotalPlay, Telmex, TV Azteca, Sky, Dish, Anixter, Fyco Telecom, Power & Telephone Supply Mexico.
* Excellent relationship building, care and pre -sales service, and after sales.
* Very good tracking of the follies of customers for the continued development of accounts for future sales.
* Aggressive business seeking.
* Advance Search development of new sales and new customers.
* Working with engineering, purchasing, planning, directors of each area departments to reach new projects and hold the continues sales.

**Tii Technologies October 2016 –July 2019**

* Regional Sales and Marketing Manager
* Advance Search development of new sales and new customers
* Working with engineering and purchasing departments to reach new projects and hold the continues sales
* With the engineering departments is very often to see their need to develop new product for their specific needs or make the necessary adoptions to make our products work as their networks need it.
* The customers that I am holding in Mexico; AT&T, IZZI, TotalPlay, Telmex, TV Azteca, Nokia, Axtel, Alcatel, Alestel, Anixter, Fyco Telecom, Power & Telephone Supply Mexico, and out of Mexico; Colombia Anixter, Panama Anixter and Central de Telecom
* Excellent relationship building, care and pre -sales service, and after sales
* Very good tracking of the follies of customers for the continued development of accounts for future sales
* Aggressive business seeking

# Power & Telephone Supply June 2015- September 2016

 **Project and Sales Marketing Manager**

* Advance Search development of new sales channels
* Working and searching new and projects with Izzi Telecom, At&T Mexico ( Iusacell, Nextel AT&T )
* Excellent relationship building, care and pre -sales service, and after sales
* Very good tracking of the follies of customers for the continued development of accounts for future sales
* Aggressive business seeking

**Avid Technology 2005 – 2014 (December)**

**Regional Sales and Marketing Manager Latin America**

* Always reaching the 100% to 120% of the goals and surpassing them for much more than the expectations of the company.

Giving an excellent customer care service in both sales and after sales, offering, better monitoring of pre- sale and after-sales, performing and designing good marketing planning for the benefit of the customer and AVID and closing business with high profits for customers and AVID, generating good business and personal relationships from the owner of the company until the last chain of the company

* Public relations, sales, inventory, marketing ( ROI, ROMI, MDF) negotiations with the different sales channels such as retail (Wal-Mart, Sams, City Club, Soriana, Costco, Liverpool, Palacio de Hierro, Comercial Mexicana, Radio Shack, Sumitel, Office Depot, Home Depot, Office Max, Offix) wholesale, and distribution of the brand, participation in events, training and product sampling
* Search for national and international markets (Guatemala, Peru, Venezuela, Colombia, Costa Rica, Argentina and Chile) to boost the presence of products, development, implementation, and execution of sales plans.
* Establish territories of sales programs of training with determination of quotas and sales for each territory goals for achieving the goals of the company.
* Sales, inventories and monitoring activities of partners (clients) to reach the objectives set.
* CRM management.
* M-audio as sales manager of Northern Latin America and doing some minor since clinics, and having the audio pro and consumer sales channel.

**In 2011 first place inworldwideretail sales reaching 200% of the annual target in September of the same year.**

**Imágenes Y Almacenamiento Digital (IMALDI) PinnacleSystems 2002 -2005**

**Position: Pinnacle Systems Brand Manager (Product Manager)**

* Brand inventory control.
* Planning of purchases marketing and sales.
* Generation of business to different distribution channels.
* Imports and classifications products for sale and distribution in Mexico.
* Inventory control of the stores and customers price protection, inventories and sale promotion.
* Costing of products for import at the same time for the different channels of sales.