

Jose Manuel Gonzalez Mercado

Age: 40

Fluid control & Pnumatic
Specialist

Contact

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Bartolome de las casas 418,
Guadalajara, Mexico



Profile

Highly Driven Sales coordinator with over 17 years sales, marketing, and business development and project management experience.

large experience in account managment (sales chanel)

Extensive knouledge on conduction of fluids, pipes, valve, fittings, pumps, instruments and pneumatics for industrial applications

Professional Experience

Education

(June 2005)

Bachelor Degree in Industrial Engineering ,
Unfinished
Universidad de Guadalajara
– Guadalajara Jalisco, Mexico

Key Skills

- Microsoft Office
- English language 50%
- Business Development
- Strategic planning
- Sales Prospecting
- Market research
- Teamwork
- Team leadership

Awards

(November 2018)

Latin American Sales award / Emerson

Key Account Manager (CURRENTLY) 7 years

Oct 2015 to present

EMERSON AUTOMATION SOLUTION – Mexico

- Management 2 key accounts with over 70 stores across the country
- Provider assistance and support B2B to industri final users in brand ASCO, NUMATICS, AVENTICS, TOPWORX, TESCOCOM across Mexico
- Conduct performance management, monitor sales teams KPIs, identify untapped opportunities, and develop action and response plans
- Generate reports sales forecast, work agenda to upper management
- Technical specification for projects and teamwork with de end users

Sales Team Leader (9 years)

Feb 2006 - Jan 2015

Etisa de Guadalajara – Jalisco

- Large experience supplying pipes, fittings, pumps, valves, instruments and sensors for industrial applications in five states in central Mexico territory
- Project prospecting through contractors especially for the fire protection segment
- Knowledge of different market segments for example steam, fire protection, oil & gas, hvac, compressed air, food & beverages, chemical industry.
- Monthly visits to the client base focused on the large-scale industry

