

Daniel Sabogal

Montréal, Canada

Cel. 514.655.0484

sabogdaniel@gmail.com

<https://co.linkedin.com/in/danielsabogal>

PROFILE

Senior Account Manager with solid experience in consultative software sales (ERP, CRM, EDI) and consulting services. Customer development, C-level relationship, pipeline. Consultative sales approach and account development acumen.

Executive presentations and communication skills. Solid background with multi territory and multi industry customers.

Proficient in English, French and Spanish.

EDUCATION

Master in International Business	Macquarie University	Au, 2002.
Master in finance.	Rosario University.	Col., 1999.
Business Administration	Rosario University.	Col, 1997.

WORK EXPERIENCE

TEC - Connectivia, Montreal.
EDI provider
Sept 2017- Jun 2019.

Account Director

- Responsible for selling EDI software and services
- Accomplished 105% of sales goals by consolidating existing customers and creating new business opportunities.
- Customer development, solution presentations and territory prospecting.

P.C.M, Montréal.
IT solutions provider.
Feb 2014- Feb 2015

Account Manager

- Responsible for selling IT solutions clients in the US.
- Accomplished 70% of sales quota by consolidating new business opportunities.

TATA Consulting, Col.
Consulting & IT Outsourcing.
Sept 2012- Jul 2013

Business Relationship Manager

- Responsible for developing strategic relationships with key companies within the Oil & Gas industry
- Created effective communication with C-Level and decision makers.
- Increased pipeline by 30% acquiring new business opportunities.

QUANAM

Oracle _ ERP partner
Oct 2007 - Jun 2012

Account Manager

- Successfully positioning Oracle's solutions and services at customers C-level .
- Accomplished 110% and 90% of business goals.
- Consultative sales and customer management.

ORACLE, Col.

Software provider
Jun 2004 - Jun 2007

Sales Team Leader

- Positioned Oracle's ERP/CRM solutions in Latin America and the Caribbean.
- Lead and supported business partners in the sales cycle.
- Achieved 124% and 102% sales goals.
- Awarded "Top Performer Apps Sales Award - FY06".

I.B.M, Col.

Consulting and IT services
Mar 2000-Jul 2002

Territory Sales Representative

- Positioned IBM's hardware solutions and services.
- Achieved 130% sales goals. "
- Awarded "2001- IBM Sales Award" and awarded "100% customer satisfaction"

LANGUAGES**English**

Richmond College. UK, London, 1998

French

Cégép - André Laurendeau. Can, Montréal, 2013

Spanish

Native