

## **CURRICULUM**

### ***Mauricio Jasso Rodríguez***

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## **Professional Experience**

### **Carvajal Tecnología y Servicios**

E-Business

#### **Product and Presales Engineer**

**July 2015 – Present**

Responsible for Product and Presales area for technological solutions for the automation of business processes, integration with the information systems of the different business partners, standardization of information between sending and receiving parts, validate the electronic exchange of information for Mexico, Argentina and Peru.

Create new products and tools that allow suppliers to exchange information efficiently and quickly with the supply chains. Includes market studies, designing and developing the system, optimize the cost of production, training to sales force, support areas and customers. Improve the developments according to the needs of the market and the international standards.

Continuous contact with International Associations to standardize documents at national level and this facilitates the exchange of information between suppliers.

Create selling practices that allow the sales force to have enough tools to reach the goals. Give economically competitive proposals that meet customer expectations and have the best profit margin for Carvajal.

Responsible for generate more than 77 million pesos for manufacture of Labels and electronic exchange of information.

### **Unify Communications formerly Siemens Enterprise Communications**

Telecommunications

#### **Presales and Product Engineer**

**August 2012 – July 2015**

Responsible for the design and planning of projects for Voice and Unified Communications for government and private enterprises and mainly for Carriers and Channels, development of technical proposals, analysis of prices and discounts based on a Global List Price and meetings with technical areas of customers to define scope and processes to follow.

In the Product area we work in the release of new products and solutions for internal sales area and all partners of the network, including technical training, develop of new tools, technical courses for partners engineers (install & presales) and business courses for sales. The product release includes approval with carriers for trunks, approval with products of 3<sup>rd</sup> parties and NOM certifications.

Promotions are made for channels and carriers to increase sales for specific products and solutions, this are made with the information that the channels and carriers feed back to us , based on market needs, including analysis of competition.

I am currently involved in the three largest projects of Unify, the three platforms are in the cloud (up to 500,000 users), the first is property of Unify, the second one property of a carrier and the last one of a channel, in them I developed the complete technological solution including voice, voice mail, unified communications, collaboration, mobility and contact center. I developed all technical documentation necessary for the solution to be accepted in each of the responsible areas of the platform (for example Security, Network, Access, etc.). Also develop sales packages for different business models for the three solutions. Once the packages were accepted, courses to sales people were given, it includes all the information of the cloud model, what to do and what not to do and most important, benefits for the end customer.

## **Avaya Communication de México, S.A. de C.V.**

Telecommunications

**Service Engineer NOC,**

**2007-2012**

Responsible for solving problems with the TOP clients of Mexico, implement remotely new Voice platforms, monitoring, making proactive and preventive actions to solutions that had this service; all of the above in order to improve service and prevent actions that cause problems with customer platforms.

- From the SLA's customer, I did an analysis and process improvement to accomplish them and improve solution times.
- I trained NOC engineers on new platforms that customers start buying, all to the continuous improvement of the area and provide better service to customers and channel.

## **ING Seguros**

Insurance

**Car Insurance,**

**2004-2007**

Responsible for performing car policies (more than 20 vehicles) in conjunction with the technical and sales areas to comply with the premises and prices that were agreed.

- From the processes that ING have, I successfully implement in conjunction with the Systems area, the emission of individual policies by the same agents through an online service, this would help to improve response times delivery policies.
- Processes with the technical area were improved, so the delivery of policies were more efficient.

## **School**

2001 – 2005      University

**Universidad del Valle de México Campus Tlalpan**  
*Telecommunications Engineer*

## **Courses & Certifications**

- **Cisco Certificate Network Associate** – CCNA Certificate
- **Extreme Network Specialist** – ENS Certificate
- **Avaya Certified Associate** – ACA Certificate
- **Sales Certificate IP Office (Avaya)**
- **Sales Certificate Scopia (Avaya)**
- **Sales Certificate Unified Communications (Avaya)**
- **Enterasys** – Certificates in Network Security, Switching, Policy, NAC, IPS, Wireless
- **Polycom** – Certificate in all the solutions
- **Siemens Enterprise Certification** - Certificate in all the Voice, Voice Mail, Unified Communications and Collaboration Platforms (Marketing, Sales and Presales)
- **SOCA LAB Certification** – Advanced technical certificates in all the platforms

## **Language**

English: 80%, TOEFL Certificate 510 points