

₡ 50,000

+ SGMT

+ SCV

+ P.I.

+ Fondo
de Ahorros



01/Sept/1984 - Married

MIGUEL ÁNGEL MARTÍNEZ AGUIRRE

Bachelor on Cybernetics and Computer Systems Engineering. LaSalle.

Mobile: +521 (55) 2270-1013

Email: mike@martinezaguirre.net

Camino a Santa Fe 606 – Laureles C-107, Col. El Cuernito 30 mins de tránsito, esposa 2 hijos.
Del. Alvaro Obregón, C.P. 01220 2 cuadras Bodega Aburría/CFE. La Mercadología.

México, CDMX. 33 años. casado La Venter

OBJECTIVE: Acquire a senior position within an International company where I can deliver my engineering knowledge and experience on Consultancy and Pre-Sales, enhancing my expertise in technology and management skills.

GOAL: Grow personally and professionally, develop my skills on business relations, goal-oriented strategies and add value with my experience in the Consultant and Pre-Sales area.

₡ 50,000

Cybernetics & Computer Systems Engineering

Masters on Strategic Sales Management

EDUCATION:

2002 - 2007	Universidad La Salle	Cybernetics & Computer Systems Engineering
2017	Tecnológico de Monterrey	Masters on Strategic Sales Management

+ comisiones

PROFESSIONAL EXPERIENCE:

Puntual / Motivado to do the Best / Familiar PL. \$40,000 netos. SGMT + 4 años. MS = Cerró

OPENSTOR – Systems Engineer Manager and New Business Development Manager - October 2013 – January 2018 Área de ventas.

Sales Manager in charge of finding new customers, business to business sales. Team leader. BDM / Área de ventas.

Presales Manager and Sales in charge of the architecture and design of solutions related with Virtualized Infrastructure and Desktop Solutions, Backup and Recovery Solutions, Data Center Infrastructure Solutions and Enterprise Storage Solutions, with Simplivity, VMware, HPE, Pure Storage, Cisco, EMC, VCE, Splunk. Local idea telefonica Redes / Nube. / A lot of comunicar

Working closely with customers and Simplivity partners to solve technical and business problems with proposed or acquired Products. Contacto / cliente requerimientos / Arquitectura / Redes / Nube. / Solución / Productos / technical / Venta x vendedores w/ client - w/ client. Training and knowledge transfer to customers and in-house delivery engineers. Respaldos / Quotings. /

Highlight: L'Oréal Account win with DRP Design. Implementación / Doc técnico / Statement of work / Compuesta la alcances comision Solo PL.

TRUSTNET - Professional Services Sales Manager - February 2012 – October 2013 Presales, Sales and Project Management of solutions related with EMC, EMC Backup, VMWare and Cisco. Presales, Seaching in the Presales and Implementation area. SAV / MS = Mejorar labores! alcances comision Solo PL.

Highlight: TV Azteca and B-Connect account win of Backup and Unified Solutions.

EMC COMPUTER SYSTEMS - Associate Implementation Specialist - January 2008 – February 2012 Diseño de Arquitectura. In charge of Design, Implementation and Consultant Expertise in productive environments of: SAN & Backup (Migration, Cisco, MDS, Cisco Nexus, Brocade and McData HW), DataCenter Backup Solutions (DataDomain, Avamar) and Enterprise Storage Solutions (EMC VNX) In charge of three engineers on Implementation Solutions.

EMC SAN Management – Switches SAN: Cisco, Brocade, Connectrix (McData and Brocade OEM)

Highlight: Design & implementation of backup infrastructure and SAN migration for HSBC.

TELMEX DE MÉXICO - Web Applications Second Level Support - October 2007 – January 2008

Support in Unix Applications on Solaris and HP-UX.

Trainings: IBM DB2 Administration

ECNEX CONSULTORES - Consultancy in network installation. Engineer Analyst - July 2006 – July 2007

Setup of Wireless Network systems for Hotels, Hospitals and Schools. Configuration, installation, administration, preventive maintenance and correction of Linux (Fedora) and Windows. DHCP, TCP/IP, VoIP for Wireless Networks.

Highlight: leader of design & implementation of WiFi structure for Grupo Posadas.

CERTIFICATIONS

- Technology Architect Backup Recovery Solutions Specialist
- Cisco Advanced Unified Computing Technology Specialization

LANGUAGES: English - Fluent Speaker and Writer.