Contact

www.linkedin.com/in/pablo-g-guzzini (LinkedIn)

Top Skills

Venta de soluciones
Preventas
Gestión de servicios TI

Languages

Español (Native or Bilingual)
Inglés (Full Professional)

Certifications

Sandler Certification Microlearning Collection (Sales Professional)

Pablo Gabriel Guzzini

Impulsando la innovación con soluciones WSO2 de integración basadas en APIs y gestión de identidad y accesos
Argentina

Summary

Profesional con fuerte perfil comercial y experiencia en desarrollo de nuevos negocios e integración de proyectos complejos de TI.

A lo largo de los años he logrado desarrollar exitosamente las marcas y productos con los que he trabajado con un espíritu de mejora continua.

Acostumbrado a trabajar en equipo y fuerte adaptación al cambio alineado a la velocidad de la industria.

Especialidades: Desarrollo de nuevos negocios, productos y soluciones; estrategia de negocios; iniciativas de generación de demanda; experiencia en armado de licitaciones públicas y privadas.

Experience

WSO2
Business Development Manager South Cone LATAM
November 2021 - Present (2 years)
Argentina

Soluciones Opensource WSO2 OnPrem
-WSO2 API Manager (+Micro Integrator)
-WSO2 Identity & Access Manager

Soluciones SaaS WSO2
-WSO2 IDaaS Asgardeo
-WSO2 APIM Choreo
-WSO2 IPaaS Choreo
-WSO2 Cloud Native App Developer Choreo
-WSO2 DevOps Choreo

Open IT
Business Development Manager

September 2020 - November 2021 (1 year 3 months)
Buenos Aires, Argentina

A cargo de la generación de nuevos negocios en instituciones privadas y públicas. Armar estrategias de ventas, segmentación de mercados, campañas de marketing, eventos de generación de demanda.
Portfolio:
-Seguridad informática (Assessment, Análisis de Vulnerabilidades, PENTEST, Security Awareness as a Service, Outsourcing)
-Soporte IT (Outsourcing, Manpower)
-Transformación digital (RPA, IA, BPM, BI, Data Science)
-Servicios Cloud (Data Center Virtual, Azure, AWS)

Enratio
Business Development Manager
April 2016 - August 2020 (4 years 5 months)
Buenos Aires - Argentina

Generación de nuevos clientes. Desarrollo de nuevas oportunidades de negocios en clientes existentes con un alto relacionamiento. Calificación de oportunidades y formulación de propuestas. Participación en Licitaciones Públicas. Realización de eventos de generación de demanda para clientes finales.
Foco en soluciones ORACLE:
-SaaS: Oracle HCM Cloud, Oracle ERP Cloud, Oracle EPM Cloud, Oracle Cloud Infrastructure (OCI)
-On-Premise: Oracle PeopleSoft (FIN y HCM).

AKTIO (an INGRAM MICRO Company)
Product Manager Oracle Applications
October 2013 - March 2016 (2 years 6 months)
Buenos Aires, Argentina

Duties and Tasks:
Responsible for the business operation related to the diverse number or ORACLE Applications (CX, HCM, ERP, EPM, etc.). Generating new business opportunities through a strong relationship with all our business partners, as well as the vendor and customers. Recruiting new partners with focus on Oracle applications and development those already recruited. Generate value proposals throughout the entire sales cycle, negotiating the best costs with the vendor and providing added value to partners to concrete successfully the deal. Participation and planning of demand generation activities and relationships with partners and vendor.

Awards Grupo ACAO / AKTIO (personal achievement):
- Grupo AÇAO President Club 2014: Regional award to employees with the highest percentages of quote achievement.

Oracle Awards (team achievement):
- Extreme Growth FY14
- Top Performer VAD FY13
- Extreme Growth FY13
- Extreme Commitment FY13

Atos
Account Manager
July 2011 - September 2013 (2 years 3 months)
Argentina

Duties and tasks: Administration and management of long-terms contracts with customer Siemens from its acceptance and signature until its termination, monitoring the contract evolution.
A process for handling changes also align with customer.
Manage and centralization of all PO's from customer, and suppliers, whether internal (TP1 or TP2) or external (Third party hardware and software suppliers as well as sub-contractors).
Execute a monthly process with customer called "proforma" to align and double check all invoices.
Support controlling area to ensure costs within the appropriate parameters (control of hours charged, costs of hardware, software, etc.).
Execution of monthly production meetings for an overview of costs and revenue forecast for the sector prior to closing.
Finally keeps an open and constructive relationship with customer aiming to resolve or ease tensions and identify problems early.

Siemens IT Solutions and Services
Account Manager
November 2009 - June 2011 (1 year 8 months)
Argentina

Role: Account Manager in Siemens Group area
Duties and tasks: identify new opportunities working deeply within the customer environment. Execute a constant routine tracking of ongoing projects with the customer and monitoring the status of them. Working jointly with the Virtual Team made up of staff from each of the areas involved in the sales

- presale process. Ensure not to start any implementation without proper issuance of the purchase order from the customer. Constant monitoring beside the financial area of the vertical billing SG.

Siemens S.A.

Technical Infraestructure and Security
February 2006 - November 2009 (3 years 10 months)
Argentina

Duties and tasks: Information Security, infrastructure area and IT projects support. Receive IT requirements of the business units and internal CIT sectors. Perform analysis and design of system requirements and propose a solution. Manage the implementation; perform testing of solutions and documentation. Verifying the quality of implementing the requirements. Conducting Gap Analysis with OU's and implementation and monitoring of measures proposed.
User Control (SOA / Compliance) related to NW domain, SAP, remote access and other company-specific systems.

Education

IAE Business School

Dirección de Ventas y Equipos Virtuales Online, Ventas especializadas, promoción comercial y actividades de marketing · (2020 - 2020)

IAE Business School

Programa Estratégico de Marketing - Marketing Plan (PEM), Ventas generales, promoción comercial y actividades de marketing afines · (2016 - 2016)

Universidad Abierta Interamericana

System Engineer's degree, Information Technology · (2001 - 2008)