



Jaime NIEVES



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■ quick overview

- A highly **creative** professional with great learning and problem-solving skills, well-organized and results-oriented. Background in Science (Physics).
- **18+ year experience** supporting Business Analytics solutions sales, specialized in Location Intelligence and Geographic Information Systems (GIS).
- Wide experience in **business development**, focused on taking requirements, translating business demands into technical solutions, and creating & developing demonstrations and prototypes.
- Sales experience in **various industries**: National, Regional and Local Governments, Financial Services (Banking & Insurance), Retail, Manufacturing, Water & Gas Utilities, Telecommunications, Real Estate and Engineering.
- Outstanding **communication skills**, both written and verbal. Vast experience presenting in front of both small and large audiences (500+ attendees). Ability to engage with C-Level & business executives as well as with technical staff.
- My background as an illustrator helps me create **visually compelling** demonstration & sales materials (presentations, brochures, white papers, proposals...).

■ experience

now
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 2019
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 2014
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 2013
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 2012
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 2008
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 2003

Esri Spain (19 yr):

Data & Geospatial Services Manager

Solution Engineer

Presales Team Manager

Online Services Team Manager

Technical Presales

Sales Representative

Leader of a business unit devoted to providing **data solutions and services**. Focused on Business Development and Product Management, I deal with data providers and engage with customers to increase the value of our software offerings by including **premium data, analytics & visualizations**.

Senior Consultant, responsible for presales and **technical business development** in specific industries, supporting the account managers on key accounts and **delivering strategies to help customers** adopt the platform effectively, increasing sales and ensuring renewals.

Leader of a **technical presales team** (8 people), working closely with the account managers to develop better communication strategies that help in the selling process.

Manager of the Online Services Team (4 people) with the goal of developing business and **increasing awareness** over our new cloud & SaaS platform, by creating attractive, state-of-the-art information products and apps.

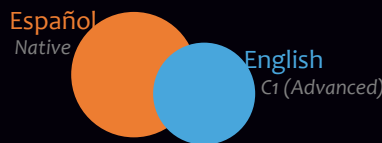
Technical specialist, supporting sales by creating **technical demonstrations and presentations**, engaging directly with customers or presenting to wider audiences through seminars, webinars and user conferences.

Responsible for **direct sales and product management**, with control over the whole sales process and sales operations (relationship with the provider, account management, marketing, pricing and order processing).

■ skills set

GIS Spatial Statistics
 Mapping satellite imagery web services
 solution engineering Javascript visual design
 Location Intelligence cloud & SaaS ArcGIS Platform Adobe Photoshop
 data analytics Python MS Office ETLs
 tech presentations writing illustration

■ languages



■ education

- MD in Physics (UAM).
 - Sp. in Theoretical Physics.
 - Postgraduate course on Astrophysics and Cosmology.
- 4 years of Illustration and Comics in ESDIP, Madrid.

■ more info

- Born in Madrid, on July 28th, 1977.
- Married, with two kids.
- Lives in Madrid (Spain).

■ additional training

- High-impact presentations with theater techniques.
- Esri's official ArcGIS certifications.
- *Strategic Selling*, Miller&Heiman.
- *Productivity: A Sales' Challenge*.
- *Negotiation strategies*.
- *The Product Manager*.
- Project management.
- HTML5/CSS3 & Javascript.
- Introduction to Python.
- Introduction to Big Data.
- Introduction to Business Intelligence.
- SCRUM Methodology Fundamentals.
- Cybersecurity Fundamentals.