

JAVIER PEREZ SANDOVAL
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Role dedicated to management, projects, technical and sales position as a Country manager, Sales manager, Senior Sales manager, Project manager, Channel manager, Account manager, Operation manager using my 29 years' experience in Sales, World-class professional services delivery, Networks, Security, Servers, Consultancy, Storage, Backup and recovery, Project management, Solutions design, Solutions delivery, ITIL and Management.

PROFESSIONAL EXPERIENCE

INFORMATION TECHNOLOGIES & COMMUNICATIONS COLOMBIAN MINISTRY (MinTIC) Bogotá, Colombia

Consultant (August 2019 – Current)

- .CO domain supervision technical team
- 15+ interdisciplinary team

BT LATAM COLOMBIA Bogotá, Colombia

Business Unit Manager North of LATAM (April 2013 – February 2018)

- North of LATAM (Andean, Central America and Caribbean, Mexico) Business Development
- Senior Consultant
- 300+ Engineers and Technician team
- Lead of Professional Managed Services Hub for 20 countries

BT LATAM COLOMBIA Bogotá, Colombia

Lead Consulting Manager (April 2011 – April 2013)

- Project Director for Ecopetrol ITO Project
- Service Level Agreement responsible
- 150+ Engineers and Technicians team

SINERGIT SAS Bogotá, Colombia

CEO (August 2010 – March 2011)

- Company startup
- Strategic Planning
- Value Chain responsible
- Lead of Professional Services Portfolio

SANTINI SYSTEM GROUP Bogotá, Colombia

CEO (May 2009 – July 2010)

- Value Chain responsible
 - Strategic Planning
 - Lead of Professional Services Portfolio
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SISTEMAS INTEGRALES DE INFORMATICA SISA S.A. Bogotá, Colombia
Integration Manager: Project Manager + Presales Manager + Delivery Manager + Communications Business Unit Manager (October 2005 – December 2008)

- Plan and control the Project resources.
- Control Project Schedule.
- Manage communications among the Project team
- Manage and control the Project scope and change management
- Plan and control solutions design
- Plan and control solutions delivery
- Verify, plan and control Integration functionality
- Lead of Professional Services Portfolio

NEWNET S.A. Bogotá, Colombia
Financial Sector Commercial Manager (November 2003 – October 2005)

- Plan, cover and control the customer business opportunities.
- Plan and control the Project resources.
- Control Project Schedule.
- Manage communications among the Project team
- Manage and control the Project scope and change management

SISTEMAS INTEGRALES DE INFORMATICA SISA S.A. Bogotá, Colombia
Communications Business Unit Manager: (October 1998 – November 2003)

- Plan, cover and control the customer business opportunities.
- Plan and control the Project resources.
- Control Project Schedule.
- Manage communications among the Project team
- Manage and control the Project scope and change management
- Plan and control communications solutions design and delivery

REDES Y SISTEMAS. Bogotá, Colombia
Sales Director – Project Engineer: (January 1995 – September 1998)

- Plan, cover and control the customer business opportunities.
- Plan and control the Project resources.
- Control Project Schedule.
- Manage communications among the Project team
- Manage and control the Project scope and change management
- Plan and control communications solutions design and delivery

ELECTROEQUIPOS CV. Bogotá, Colombia
Sales Engineer: (January 1994 – December 1994)

- Plan and cover the customer business opportunities.
 - Plan and control the Project resources.
 - Control Project Schedule.
 - Manage communications among the Project team
 - Manage and control the Project scope and change management
 - Plan and control communications solutions design and delivery
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COMWARE. Bogotá, Colombia

Customer Engineer: (October 1991 – September 1993)

- Design, implement and maintain Servers and ATM solutions (Sun Microsystems, Wang, Diebold)
- Provide High level technical support, including troubleshooting and problem resolution on Sun, Microsystems, Wang and Diebold supported products for the customer infrastructure.

PROFESSIONAL STUDIES

Universidad Externado de Colombia, Bogotá Colombia

Master in Business Administration (MBA)

Universidad Santo Tomas, Bogotá Colombia

Graduate in Project Management

Universidad Santo Tomas, Bogotá Colombia

Electronics Engineer
