



# XAVIER MARTINEZ

INTERNATIONAL SALES & MARKETING DIRECTOR

## PERSONAL PROFILE

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Extremely motivated to constantly develop my skills and grow professionally. I am confident in my ability to lead multicultural teams in Sales/marketing & operations to get things done with good environment

## CONTACT

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 Gavà. Barcelona


 @xavimotos

 xavier.martinez.xm66@gmail.com

 <http://es.linkedin.com/in/xavimartinez>

## EDUCATION

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 Dibex Program  
 PDG Program  
 Executive MBA  
 Master Sales & Mkting


## SKILLS

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- Exceptional communication and networking skills
- Critical thinking
- People Management
- Emotional Intelligence
- Judgement and Decision making
- The ability to work under pressure and multi-task
- Customer oriented
- Complex problem solving
- Negotiation

## WORK EXPERIENCE

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 **Global**, Director South Europe  
MAY 2014 - JAN 2018

- Lead of the sales & marketing team (+20 people)
- Contract renegotiation with top Telecom Carriers
- C level relationship with customers and partners
- Digital Strategy and campaigns
- P&L Responsible +100Mio€

 **BlackBerry** Senior Director Iberia & Mediterranean Region  
JUN 2009 - APRIL 2014

- Lead of the relationship with key Telecom Carriers across the region
- Marketing & Sales Strategy
- Retail & distribution Management
- Media Spoke person
- P&L Responsible +650Mio€