

Dear Hiring Manager,

My name is Leandro Alves, I am Brazilian and a professional in the commercial area. I have a degree in Marketing and a postgraduate degree in business management. I have developed my professional experience in the (B2B) segment of software and hardware technologies for business management in the areas of human resources, access control, CCTV and commercial automation.

With 20 years of experience in the area, over the last 12 years I have dedicated myself to project management and implementation of SaaS software and facial technologies, RFID and QRCode. I have worked on several projects since the commercial phase, mapping needs, documentation, customizations and integrations via API and Webservice, positively impacting the management of strategic areas, ensuring business growth and generating value for customers.

Experienced in process optimization, problem solving and working under pressure to deliver results, my leadership skills, combined with my adaptability and collaborative approach, allow me to contribute effectively to dynamic work environments.

I am available for an opportunity to further detail my experiences.

Best regards,

Leandro Alves

 +1 (514) 830-1321

 leaoalves81@gmail.com

LEANDRO ALVES

RESUME

SALES AND PROJECT MANAGER - ACCESS CONTROL & HR SYSTEMS

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Address: Apartment 10 - 3405 Chem. des Quatre-Bourgeois, Québec, QC G1W 2L1

LANGUAGE: ✓ English-Intermediate ✓ Français-Basic ✓ Portuguese-Native

SUMMARY

20 years of experience in corporate (B2B) sales of software and hardware solutions. Skilled in implementing customized solutions for human resource management systems, access control, and paid parking solutions. Strong knowledge of facial recognition technologies, including ZKTeco and Hikvision, as well as biometric solutions from Sagem Morpho. Expertise in RFID systems such as HID, Indala, Mifare, and QR codes, applied to management and control solutions. Extensive experience in the commercialization and production processes of electronic equipment such as turnstiles, barriers, and self-service kiosks. Expertise in project management, including the implementation of cloud-based systems.

PROFESSIONAL SKILLS

- Strong negotiation skills
- B2B sales
- Project management of cloud solutions (CLOUD)
- Industrial process analysis,
- Knowledge of Oracle and SQL Server databases

PERSONAL SKILLS

- Teamwork
- Effective Communication
- Adaptability and Flexibility
- Problem Solving
- Critical and Analytical Thinking
- Proactivity

PROFESSIONAL EXPERIENCE

National Strategic Projects Manager | DIMEP Systems - Brazil

June 2020 - Present

In 2020, I was invited to take on the position of Commercial Manager for Strategic Projects at Dimep.

In this role, I am responsible for the strategic planning of Dimep's 11 branches nationwide.

My responsibilities include defining and implementing sales and marketing strategies for strategic projects, aligning them with the company's objectives.

Conducts market analyses to identify business opportunities, trends and competitors, adapting strategies accordingly, team management, customer management, project management, supervision and execution of projects, ensuring compliance with deadlines, budgets and sales targets.

Negotiations with customers, suppliers and partners, seeking better conditions and closing strategic deals.

Reports and analyses, risk management and monitoring of metrics and key performance indicators (KPIs).

Branch Manager | DIMEP Systems - Brazil

Aug 2012 - May 2020

As the Branch Manager of Dimep, I was responsible for developing and implementing strategies to expand market share in the branch region, define and ensure the achievement of sales targets, identify opportunities for growth and improvement, and expand the company's presence in new segments, such as increasing the representation of access control and parking solutions. Develop and maintain strong relationships with existing customers and ensure customer satisfaction. Prospect new customers and partners to drive sales growth, conduct strategic negotiations, adapting commercial proposals to meet customer needs. Hire, train and improve the technical and commercial knowledge of the team, motivating them to achieve high performance, monitoring individual and collective performance metrics. Oversee the sales pipeline and ensure targets are met. Manage contracts and ensure project delivery. Collaborate with the technical team to ensure the correct implementation of Dimep solutions. Generate sales reports and performance indicators for the head office and analyze competitors and adjust commercial strategies.

External Sales Representative | Senior Systems – Brazil**Jul 2004 – May 2012**

“B2B sales and marketing of integrated solutions in ERP (Enterprise Resource Planning), human resources, and access control software for corporate clients. Assessment and diagnosis of client needs, along with documentation to support solution implementation. Negotiation of licensing and service contracts, as well as post-sales support to foster client loyalty, identify new needs, and offer additional products and services.”

EDUCATION & CERTIFICATIONS

MBA in Business Management **2010-08 a 2012-06**
INPG Business School (São Paulo-Brazil)

Bachelor's Degree in Marketing **2005-03 a 2009-06**
Polytechnic College of Campinas – Policamp (São Paulo/Brazil)
