

André Rennes

SENIOR ACCOUNT EXECUTIVE

Seasoned Account Executive with 20+ years of sales experience building global sales pipelines and partnerships with high-level prospects in various industries and verticals. Experienced thriving in a startup environment where I take on multiple roles and develop strategies to build relationships, direct the product development process, and increase B2B revenue.

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PROFESSIONAL EXPERIENCE

Senior Account Executive

SpotOn

05/2021 - Present · San Francisco, California, USA

- Qualify new business prospects by determining if the prospect matches needs and qualifications, outlining opportunities and benefits of pursuing relationships.
- Maintain up-to-date knowledge of business divisions to understand the Company's capabilities and whether those align with prospects.
- Effectively manage existing customer accounts and persuade new clients to acquire company products or services.
- Coordinate internal resources for sales presentations which may include technical and cross-divisional expertise.
- Communicate with management from all divisions, attending meetings as necessary.

Enterprise Account Executive

VeriDoc Global

01/2020 - 06/2021 · Queensland, Australia — Bay Area, California, USA

- Manage accounts worth +\$10M in revenue, and lead a team of 8 Regional Directors in multiple locations in LATAM and Portugal, exceeding targeted revenue by 50% in one year.
- Assisted Engineering, Product, Marketing, and Sales teams to develop and message blockchain-based verification products tailored to clients' needs.
- Responsible for crucial marketing communications and campaigns to global enterprise prospects, guaranteeing the Company's alignment with different cultures' characteristics, context, and compliance with the local law.
- Define strategy and objectives for the development of B2B sales pipelines abroad.
- Negotiated contracts worth \$10M in 2020-2021 with private enterprises and governments.

CEO - Founder

M&G; Care LLC

10/2008 - 12/2019 · Rio de Janeiro, Brazil

- Conducted expenses variance analysis. Established and developed operating standards and processes for growth marketing; oversaw business efficiency using data and applied statistics.
- Led Accounts Payable and other company-wide teams.
- Updated and maintained process flow documentation.
- Provided high quality services to government agencies and private companies.
- Developed the road map and business plan responsible for the startup success in revenue.

CORE SKILLS

Analytical B2B, B2C and B2G sales and negotiation Budget-oriented CRMs (Salesforce and HubSpot) Cross-selling
Data-driven Deadline-oriented Detail-oriented Driven & self-motivated Entrepreneurial spirit Financial Management
Global business development (Specializing in LATAM) Leadership Multiple account management
Negotiating large accounts simultaneously Product management, development and direction Strong Relationship Building
Startup development Strategic planner Tenacious Written and verbal communication

EDUCATION

University of Estácio de Sá — Master's in Law · Feb 2004 - Dec 2009

LANGUAGES

Portuguese ●●●●●

English ●●●●●

Spanish ●●●●●

Italian ●●●●●

German ●●●●●

French ●●●●●