

ANDRÉ RENNES

SENIOR ACCOUNT EXECUTIVE

mr.andrenrennes@gmail.com · +1 (415) 758-8644 · San Mateo, CA, United States · [linkedin.com/in/andre-rennes-48501321b](https://www.linkedin.com/in/andre-rennes-48501321b)

Seasoned Account Executive with 20+ years of sales experience building global sales pipelines and partnerships with high-level prospects across industries and verticals — thriving in startup environments, taking on multiple roles, and developing strategies to build relationships, direct product development, and increase B2B revenue.

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	●●●●●