

CONTACT

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PHONE

+1 (415) 758-8644

LOCATION

San Mateo, CA, United States

LINKEDIN

linkedin.com/in/andre-rennes-48501321b

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 (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

LANGUAGES

Portuguese

English

Spanish

Italian

German

French

EDUCATION

UNIVERSITY OF ESTÁCIO DE SÁ

Master's in Law · Feb 2004 – Dec 2009

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.

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.