

IGNERIS FRANCO, EE

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OBJECTIVE

Proven dynamic electrical engineer with more than ten years of experience driving new business development in the Life Sciences industry. I am seeking a challenging opportunity to manage and lead large projects where my advanced skills, education, extensive training, and over ten years of experience can be fully utilized.

SUMMARY OF QUALIFICATIONS

- Highly committed professional with strong customer relationships
- Builds trust and loyalty by identifying client needs and exceeding expectations
- Successful opening new markets and maintaining existing customers
- Exceeding sales quota every year by over 20%
- Strategic planning and Project Management
- Create and maintain key accounts
- Adaptability to work on a dynamic and challenging environment

EXPERIENCE

JANUARY 2016 – OCTOBER 2017

CAGUAS, PR

SALES EXECUTIVE, ULTIMATE SOLUTIONS CORP.

Responsible of developing new business and working on sales strategies to promote the company's business units. Maintain and increase current business with the top global Life Sciences industries. Reached 2017 sales goal of 2.1MM by Q3. Opened 3 new accounts. Responsibilities included:

- Establish business partnership with current and prospective clients.
- Upper level customer meetings and presentations.
- Identify business strategies to achieve new accounts and markets.
- Develop company presentations according to the client's needs successfully presenting Ultimate Solution's products and business units.
- Started the new business solution to support packaging outsourcing as the future of the engineering services business unit.

MARCH 2013 – JANUARY 2016

CAGUAS, PR

SALES MANAGER, ULTIMATE SOLUTIONS CORP.

Successfully programmed and developed Sales Force as the company's CRM to properly quote, forecast and follow up on opportunities. From Q2 to Q4 started to build new accounts, create a solid customer base. Increased the company's customer base adding 10 new accounts. Exceeded sales goal over 20% every year.

- Build the new customer database by calling on previous customers and new leads.
- Successfully sold 11MM dollars and started relationship with upper level managers at the top pharma companies.
- Diversified the customer base by adding new accounts and markets, Medical Device and Biotechnology.
- Support marketing strategies, business activities, events, conferences, exhibitions.

JUNE 2011 – FEBRUARY 2013

CAGUAS, PR

INDUSTRIAL ACCOUNT MANAGER, WARREN DEL CARIBE

Responsible for identifying business opportunities and prosper client relationship. Fostering with customers at different levels to identify their needs and manage the project to best meet those requirements. Responsible for the complete project process, meetings with customers and project management to ensure the project target date is met.

- Developed the East Side of the Pharmaceutical companies.
- Worked on increasing the revenue at Amgen, visited the account every week.
- Exceeded sales goal by 10%
- Created great relationship with Amgen's management and inventory personnel
- Part of the new automation panel separation from power to have a separate controls panel

AUGUST 2009 – JUNE 2011

SAN JUAN, PR

REGIONAL PRODUCT MANAGER, WARREN DEL CARIBE

Responsible for managing the Rockwell Automation Services Division for the Caribbean, the region included Dominican Republic, Trinidad and Tobago and Puerto Rico.

- Developing business plan, market condition analysis, implement marketing promotion programs and product launch.
- Manage the opportunity funnel, to ensure business plan execution and effectiveness.
- Increased revenue from 10% to 22%
- Sold the service contract to Amgen that included year-round support and increased the departments sale

JANUARY 2007 – JULY 2009

MAYAGUEZ, PR

STORE MANAGER AND ACCOUNT MANAGER, WARREN DEL CARIBE

Responsible for the supervision and development of 5 employees, provide training, support and motivate the employees to reach established goals to accomplish a positive P&L and increase ROI. Develop sales plans, assign sales goals and present plans at the annual kick off meeting. Increased the PBA by 38% the ROS from a -11.22% to a 5.65%. Exceeded sales goal by 25%.

- Manage a sales budget of 3.7MM, exceeded this goal, actual sales 4.2MM.
- Inventory analysis, reduce inventory and increase inventory turns.
- Account manager to a mix of Industrial and Contractor customers.

EDUCATION

DECEMBER 2006

ELECTRICAL ENGINEER, UNIVERSITY OF PUERTO RICO MAYAGUEZ CAMPUS

Cum-Laude, with a minor in Controls and Automation.

PUBLICATION: O. M. Suarez, I. M. Franco, R. Nieves Morales, "Undergraduate Research on Materials via Computer Modeling of Materials Processes: An Appealing Proposal for Initiating Faculty Members," Journal of Materials Education.

ACTIVITIES

Speaks fluent English, Spanish and some Italian. Cooking, reading, diving, motorcycles, Jiu-Jitsu, write and meditate