José Pérez Lozano
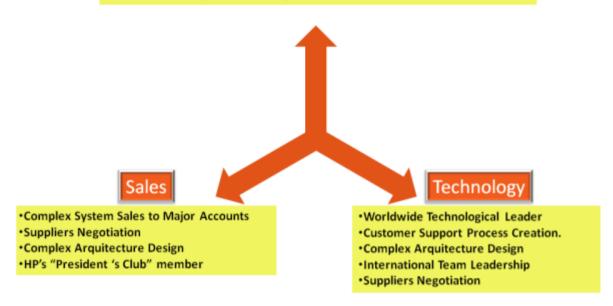
Professional skills in three areas: Management-Operations, Sales and Technology within the ICT industry.

Competence areas: José Pérez Lozano

Management and Operations

- Innovative
- HP's redesign of all Operational Processes in Computer Systems Division.
- "End 2 end processes"
- Suppliers Negotiation and Coordination
- International Projects Leadership

Sales

- Complex System Sales to Major Accounts
- Suppliers Negotiation
- Complex Arquitecture Design
- HP's "President 's Club" member

Technology

- Worldwide Technological Leader
- Customer Support Process Creation.
- Complex Arquitecture Design
- International Team Leadership
- Suppliers Negotiation

- Leadership experience: 25 years in various functional areas, with a 360% vision of Corporate functioning..
- Focused on Sales, Management and delivery of technology projects.
- Sales experience:
  o 5 years at Itelion
  o 4 years as Consultant
  o 5 years from the position of Account Manager at Hewlett Packard
  o 10 years as Sales Operations Manager
  o 'President Club of Hewlett Packard "
- Project Coordination and negotiation with suppliers: 21 years
  o With external Vendors: 9 years
  o With Internal Suppliers: 12 years
- Participation / Management of International projects: 13 years.
- Passion for the customer and excellence in execution

PROFESSIONAL EXPERIENCE

PERIOD: SINCE JAN 2011: COURT SURVEYOR

Position:	**Court Surveyor accredited in the courts of the Community of Madrid, specialist in mathematics and computer science.**

PERIOD: SINCE NOV 2009: BUSINESS AND TECHNOLOGY CONSULTANT ICT

Activities:

- ICT technology advisory
- Business Development
- Business Transformation
- HR advisory and selection
- Interim Management
- Customer Management (CRM)
- Educational Advisor
- Business Consulting
- Professional Coaching
- Domestic/International Project s

PERIOD: JAN 2005 - NOV 2009: ITELION CONSULTING 21, S.L.

Position: Co-owner

Responsibilities:
- Selection of products portfolio
- Trading with external suppliers
- Sales to local customers
- Architecture Design of Projects offered

PERIOD: MAY 2002 - DEC. 2003: HEWLETT PACKARD.

Position: Integration after the acquisition of Compaq.

Responsibilities: Inclusion by the Global Management within a reduced group of executives to lead the transition and implement the "New Company".

Achievements: Transition of Sales Operations group in Spain and Portugal. Assignment responsible for the largest local client in Spain, redefining all processes and increasing turnover by 14% in 2003 (from 86 to 98 million €).

PERIOD: NOV. 1993 - MAY 2002: HEWLETT PACKARD.

Position: Sales Operations Manager for Spain and Portugal

Responsibilities:
- Management of Change.
- Financial Management.
- Relations with factories.
- Negotiation with Internal Suppliers
- CRM ("Customer Relationship Management").
- Creation of proposals to customers. (Including Architecture Design)
- Customer care Center.
- Sales Administration.
- Administrative and financial relationship with customers.
- Contract negotiation.
- Control of business risks.
- Sales force compensation.
- Responsible for "Year 2000"Program for Sales Department in Spain and Portugal

Achievements: Implementation of "Sales Force Automation" Process and CRM. Increase of "face to face" ratio for sales force. Leadership in transition Sales Force working environment into a virtual workplace. Creation of proposal's repository of information. Collection € 900Mill. Factory roll out to manufacture Hewlett Packard's Servers and Workstations in Madrid. Leadership of the "Year 2000". Definition of European IT / IS internal processes. Reduction of order fulfillment's average time from 70 to 18 days.

PERIOD: APR. 1988 - NOV. 1993: HEWLETT PACKARD.

Position: Account Manager

Responsibilities:
- Sales to large customers of the Spanish Public Administration
- Negotiation with suppliers to integrate third-party products in proposals
- Architecture Design of Projects offered

Achievements:
- Designation as Hewlett Packard's "President Club" member, in recognition of the contribution in sales.
- Sale of a "Unix" server with the highest number of "seats" of Europe.

- Sales targets achievement in excess, from the second year onwards.

PERIOD: NOV. 1984 - APR. 1988: HEWLETT PACKARD.

Position: **Country Manager of Systems Engineering Department.**
Responsibilities:
- Responsible for levels 2 and 3 of support.
- Review of equipment design problems.
- Responsible during the last 12 months of the department for "South-East Region" of Europe.

PERIOD: NOV. 1.982 A NOV. 1.984: HEWLETT PACKARD

Position: **District Manager of Consulting and Systems Engineering.**

PERIOD: MAY. 1976 A NOV. 1982: HEWLETT PACKARD.

Position: **Systems Engineer**

PERIOD: 1974 - 1976: TECHNICAL SCHOOL OF TELECOMMUNICATIONS ENGINEERS

Position: **Computer Science Lecturer**

PERIOD: NOV. 1972 TO DEC. 1973. M.O.P.U.

Position: **Programmer for simulation models of underground aquifers**

ADITIONAL INFORMATION

Academic Background
- 2010: Universidad Complutense, Madrid. "Master in learning techniques for Computer Science"
- 1.993: INSEAD, "Management of Financial Resources".
- 1.987: IESE, UNIVERSIDAD DE NAVARRA, Madrid. "Master in Economy and Business Management" (MBA).
- 1.974: UNIVERSIDAD COMPLUTENSE, Madrid. "Bachelor of Science (Mathematics Section) "Specialty: Computer Science

Languages:
- **Spanish**: Native.
- **English**: Negotiation