

Ivan Granata

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Summary

Since high school, while working in the family business (garden design and maintenance), I have developed a strong inclination for selling products and services. Over the years, I have had the opportunity to deepen my sales and customer negotiation skills. In addition to sales skills, I have developed the ability and aptitude to work with agile methodologies in multidisciplinary teams to meet customer needs in relation to initial requirements.

Experience

Technical Account Manager, beSharp Spa.

Pavia — 2021

- Management of clients and the entire sales process for projects related to the Amazon Web Services (AWS) cloud environment.
- Daily updates of the CRM and Amazon Web Services APN portal.
- Back-office activities, particularly proposal writing.
- Participation in industry events and trade fairs.
- Strategic planning to acquire new projects.
- Synergistic collaboration with the finance and marketing teams.

Tirocinante, Althea Italia Spa.

Pavia — 2020

- Testing activities and support for documentation.
- Support for personnel during predictive maintenance activities on electromedical devices...

Titolare, Edicola 3re.

Dal 2011

- Administrative management and retail sales of various items.
- Supplier management and price negotiation of goods.

Education and Certifications	<p>AWS Certified Solutions Architect – Associate</p> <p>Migration Ambassador Foundations 2021</p> <p>AWS Partner: Accreditation (Business)</p> <p>AWS Partner: Accreditation (Technical)</p> <p>School-leaving certificate in Agricultural Expert – ITAS Gallini</p> <p>Degree in Biomedical Engineering – University of Pavia</p>
Skills	<ul style="list-style-type: none"> • Microsoft Office Suite • CRM - Zoho • Jira - Agile • Problem-solving attitude • Sales techniques, upselling, and cross-selling • Teamwork • Leadership • Knowledge of target markets
Languages	<p>Italian - Native speaker</p> <p>English – B2</p>
Interests	<p>Sports – currently amateur team coach</p>

Autorizzo, ai sensi dell'art. 13 del D.Lgs 196/2003, al trattamento, archiviazione ed eventuale consegna a terzi dei dati personali da me indicati nel presente documento.