

Ivan Granata

Technical Account Manager

CV

11/11



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	AWS Certified Solutions Architect – Associate
	Migration Ambassador Foundations 2021
	AWS Partner: Accreditation (Business)
	AWS Partner: Accreditation (Technical)
	School-leaving certificate in Agricultural Expert – ITAS Gallini
	Degree in Biomedical Engineering – University of Pavia
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	Italian - Native speaker English – B2
Interests	Sports – currently amateur team coach

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.