



APPLICATION

FRANCISCO JAVIER
SEVILLA PEREZ

- Professional with wide experience in Product and Project Management, data analysis and Business Development. Strong focus on customer and on business.
- Electronic Engineer (Granada, Spain) and Master of Business Administration (Triple Crown Program, Milton Keynes, UK).
- International experience in Spain, Austria and Germany, managing Projects involving teams in Europe, North America and Asia. Former owner of a company (INZe Engineering).
- Affinity with High Technology. Strong interest in Strategy, Finance, Marketing and Business Analytics. Very high capability of Problem Solving, analytical, strategic and critical thinking, entrepreneurial mindset, ability to think outside the box, learn quickly and curiosity.

Positions: Interested in Business analysis, Product and Programm Management and Business Development Management and positions involving Strategy, Marketing, Finance or Analytics.

RESUME

DATA

Date and Place of Birth 30.12.1976 in Barcelona, Spain
Nationality Spanish

EXPERIENCE

06/2019 – 11/2020	Business Development Manager <u>Vector Austria GmbH</u> Develop the Central and Eastern Europe (CEE) market for measurement and calibration products. - Market analysis: environmental factors, competition, customer's morphology, market potential, national singularities, etc. - Customer Analysis: existing customers, new potential customers for our products, behavior of customers in other locations, KSFs, etc. - Strategy: preparing strategy for each product group depending on target customers, segments, potential based on existing resources, implementation plan, KPIs, etc. - CRM: support customers in offers and with technical issues, onsite and remote product presentations, etc.	Vienna (AT)
08/2018 – 04/2019	Final Assignment MBA <u>Infineon Technologies Austria AG</u> <ul style="list-style-type: none"> Requirement Management Methodology 	Villach (AT)
12/2017 – 11/2018	Paternity Leave	Vienna (AT)
03/2017 – 11/2017	Project Manager <u>Mission Embedded GmbH</u> <ul style="list-style-type: none"> Technical Responsibility of Project and Bids 	Vienna (AT)
11/2016 – 12/2016	<u>Magna Powertrain GmbH</u> <ul style="list-style-type: none"> Technical Responsibility of Project and Bids 	Traiskirchen (AT)
02/2015 – 10/2016	<u>Continental Automotive Austria GmbH</u> <ul style="list-style-type: none"> Technical Responsibility of Project and Bids for Automotive ECUs (HW, SW and Mechanics). Team > 50 members 	Vienna (AT)
03/2011 - 07/2014	<u>Infineon Technologies Austria AG</u> <ul style="list-style-type: none"> Technical Responsibility of Semiconductor Development Projects. Team > 10 members Budget €1,8M 	Villach (AT)
09/2006 - 10/2010	General Manager, Owner <u>INZe Ingeniería SL</u> <ul style="list-style-type: none"> Managing the company, Product Development of measurement devices (HW, SW and Mechanics) Customer Support, Project Management, Budget Responsibility 	Granada (ES)
09/2005 - 06/2006	R&D Engineer <u>NTE SA</u> <ul style="list-style-type: none"> Development of Sensor Devices (HAEMOSCAN, MELISSA - Project of European Space Agency, Beer-sensor) Responsible of Technology Transferring between University of Barcelona (UPC) and NTE 	Barcelona (ES)
07/2002 - 08/2005	<u>Siemens AG (Doctorand)</u> <ul style="list-style-type: none"> Development of a new Radar Technology to measure damages in Blades and Vanes in Gas Turbines 	Erlangen (DE)

EDUCATION

05/2015 – 04/2019	Master of Business Administration The OPEN University Business School, Milton Keynes, UK	Milton Keynes, (UK)
09/2000 - 07/2003	MSc. Electronic Engineering University of Granada	Granada (ES)
09/1995 - 07/1999	BSc. Physics University of Granada	Granada (ES)

WEITERBILDUNG

2021	Data Science Certificate University of Harvard (HarvardX)	Online
2011	Project Management Infineon Technologies Austria AG	Bad Aibling (DE)
2008	Management for Entrepreneurs IE Business School	Madrid (ES)

LANGUAGES

Spanish	Mother Language
English	High Level (Written and Spoken)
German	High Level (Written and Spoken)

OTHER KNOWLEDGE

MS Office, MS Project, Programming (R, Python, Matlab, C).
Driving License B

INTERESTS

Cycling, hiking, travelling, photography, learning

LINKEDIN

<https://www.linkedin.com/in/7b14ab21/>

WEB

<https://www.javisevilla.com>