

Emilio Garcia Barzanallana Guerra

Territory Manager at Hewlett-Packard

egarcia@hyssa.net

Summary

A Professional convinced that could help to realize value through Innovative Management in the Organization.

- Articulates business objectives that lead to dynamic plans and on-target executions
 - Enjoys discovering innovative and practical solutions to marketing and business problems
 - Innovative leadership, strategic planning, and very strong business development skills.
 - Knowledgeable in most aspects of Financials, Management, IT Services & Outsourcing.
 - Seasoned negotiator and business unit or client relations manager.
 - Extensive experience in create, articulate business cases and selling IT & Outsourcing Services,
 - Implement new Lines of Business
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Experience

Territory Manager at Hewlett-Packard

August 2013 - Present (1 year 8 months)

Territory Manager for Enterprise Group - EG -(Enterprise Servers, Storage & Networking) for 50+ named accounts in Guatemala.

Regional Services Sales Manager at SISAP

March 2013 - August 2013 (6 months)

Responsible for developing the security services division of the company.

Corporate Sales Director at Isertec S.A.

August 2012 - February 2013 (7 months)

Responsible for the development of the company's top accounts

Sales Manager at Isertec S.A.

October 2006 - July 2012 (5 years 10 months)

Responsible business team coordination, attention of corporate accounts. Participation in the generation of key strategies for the company.

Executive Director at Corporacion Tecnologia Transaccional S.A. de C.V.

January 2009 - September 2010 (1 year 9 months)

Country Manager of the Mexico office. Responsible for implementation and development of the company in Mexico.

Executive Director at Muxbal Telecom

June 2004 - September 2006 (2 years 4 months)

Development of a telecommunications company which focused on providing IP telephony, internet, cable tv and technology services to residential the La Española Muxbal an A+ Residential Development in Guatemala.

Account Manager at Canella S.A.

September 2001 - April 2003 (1 year 8 months)

Sales Executive in the corporate area of Canella S.A., being the important activities, advice, support and realization of financial proposals. Coordination of the relationship between corporate customers in charge and the technical support and consulting.

Project Manager at Organization of American States

2000 - 2001 (1 year)

Support Engineer at IDS de Centroamerica

April 1994 - March 2000 (6 years)

Expert in operating systems Tru64 Unix, Microsoft Windows Server, and DigitalOpenVMS. Expert in high-availability (Clustering) in all plataforms. Certified engineer in design of networks LAN-WAN-Wireless of Digital Equipment Corporation. System Engineer certified by Microsoft (MCSE) and certified professional for Microsoft in the Internet Area(MCP Internet). Knowledge in Oracle 8, Informix and SQLSever database.

Support Engineer at Sun de Guatemala

January 1993 - March 1994 (1 year 3 months)

Support Engineer in Sun Microsystems plataform, SunOs and Solaris implement, network deploy and support.

IT Manager at Grupo Samaritana Facilitos

1991 - 1993 (2 years)

In charge of administrative computing of the Technology Center base in an Informix Online 5.0 database. Programming of additional modules to the administrative application. The system was established on a SPARCStation model 41 with SunOS operating system machine.

Proyecto Desarrollo Institucional y Apoyo a la Gestión Pública Agrícola PNUD/OSP/GUA/88/003 at Proyecto de Naciones Unidas para el Desarrollo

1989 - 1991 (2 years)

Support Sun plataform for the Project

Certifications

Microsoft System Engineer

Microsoft Corp

Networking Engineer

Digital Equipment Corporation

HP Network Sale Specialist

HP Corporation

Extreme Sales

Compaq Equipment Corp

Extreme Presentation

Compaq Equipment Corp

CCNA

Cisco 2005

Courses

Bachelor of Business Administration (BBA), Business Administration and Management, General

Atlantic International University

Financial Management

Strategic Marketing

Applied mathematics

Management Accounting

Projects

Organization of American State

November 1999 to May 2000

Members: Emilio Garcia Barzanallana Guerra

Developing a platform quick count of votes using IVR to capture the records generated through the scrutiny in the polls and the presentation of the data in real time.

Herramientas y Servicios S.A.

July 2003 to Present

Members: Emilio Garcia Barzanallana Guerra, Irma Morales, Claudia Way

Development of a company selling building materials and hardware in general. It works with the concept of one stop shopping, trying that our customers get everything they need through a single supplier. It has 8 people working for the company and has sales of approximately \$500k annually.

Languages

Español

Ingles

Skills & Expertise

Telecommunications

Leadership Development

Information Technology

New Business Development

Sales Management

Strategic Planning
Start-ups
Negotiation
Project Management
Business Strategy
Team Building
Account Management
Business Development
Sales
Contract Negotiation
VoIP
H323
EIGRP
OSFP
RIP
H264
Windows Servers
Unix Servers
Active Directory
Storage Area Networks
Virtualization
Avaya Aura
Business Intelligence
Windows Server
IP
Networking
IT Service Management
Management
Sales Operations
Data Center
Cloud Computing
Solution Selling
Network Design
Wireless
Solution Architecture
SaaS
Sales Process
Partner Management
High Availability
Network Architecture
Storage
Servers
Managed Services
Selling
Enterprise Software

Education

Atlantic International University

Bachelor of Business Administration (BBA), Business Administration and Management, General, 2007 - 2008

Universidad Francisco Marroquín

Bachelor of Applied Science (B.A.Sc.), Information Technology, 1990 - 1996

Interests

Golf, Tennis

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[Contact Emilio on LinkedIn](#)