

CURRICULUM VITAE SANTIAGO ESTABLIER



PERSONAL DETAILS

Name: Santiago Establier Santamaría
Birth date: 4 of January 1965
Address: Calle Sant Sebastiá, 2
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EDUCATION

-E.G.B., B.U.P. y C.O.U. at Colegio San Ignacio (Jesuitas de Sarriá), Barcelona
-1993-1996 Chemical Engineering at Universitat Politècnica de Catalunya,
Barcelona, Spain

LANGUAGES

Bilingual Spanish and Catalan
Fluent English
Working knowledge Italian, Portuguese

CAREER HISTORY

Period: 1996-1999
Company: **SWEP IBERICA, S.A.** (Barcelona)
Activity: Heat exchangers production and sales
Position: **Sales Engineer**
Main tasks: Technical assistance
Quotations calculation and drafting
Fairs preparation
Sales development
Distributors assistance

Period: From 2000 to September 2009

Company: **SOVITEC IBERICA, S.A.** (Castellbisbal, Barcelona) Spanish glass beads factory belonging to the Belgian company Sovitec

Activity: Production and sale of glass microspheres for road marking, blasting and polymer filler markets

Position: **Sales Manager**

Main tasks: Spanish, Portuguese, Italian and Israelian markets responsible

Preparation of sales budgets and commercial strategies for those markets

Search for new markets/applications

Customers visiting and assisting

Negotiation and management of distributors

Technical assistance and trainings for customers and sales staff

Quotations drafting

Fairs preparation and attend

Period: From May 2011-September 2012

Company: **LAYGO GASKETS** (Cornellá, Barcelona) Spanish manufacturer of gaskets and plates for plate heat exchangers

Activity: Production and sale of plates and gaskets and technical service for plate heat exchangers

Position: **Sales Engineer**

Main tasks: Spanish market responsible

Preparation of sales budgets and commercial strategies for those markets

Search for new markets/applications

Customers visiting and assisting

Negotiation and management of distributors

Technical assistance and trainings for customers and sales staff

Quotations drafting

Fairs preparation and attend

New products launch and introduction

I consider myself a senior sales manager with a successful professional sales background in European companies.

My target is to join a leading industrial company with capacity, efficiency and a good human staff available to customers

Period: From September 2012

Company: **ATEX IBERICA** (Cornellá, Barcelona) German explosion protection equipment manufacturer

Activity: Sale, commissioning and maintenance of explosion protection equipment at the chemical and food industries

Position: **Sales Engineer**

Main tasks: Spanish and South American market responsible

Preparation of sales budgets and commercial strategies for those markets

Search for new markets/applications

Customers visiting and assisting

Contracting mechanical and electrical companies for maintenance and commissioning

Technical assistance and trainings for customers and sales staff

Quotations drafting

Fairs preparation and attend

New products launch and introduction

I consider myself a senior sales manager with a successful professional sales background in European companies.

My target is to join a leading industrial company with capacity, efficiency and a good human staff available to customers