

# Carlos Araujo

Regional Sales Manager

Always motivated to reach new goals!



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Brazil

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## WORK EXPERIENCE

### Regional Sales Manager Motorola Solutions

09/2020 - Present

Brazil

As a Regional Sales Manager I'm responsible for helping customers with their security needs. Finding potential customers and creating positive relationships. Training partner with our newest solutions.

### Senior Sales Engineer Avigilon, a Motorola Solutions Company

02/2019 - Present

LATAM

In February of 2019 I have been promoted from Sales Engineer to Senior Sales Engineer LATAM at Avigilon.

### Sales Engineer Avigilon Corporate

03/2015 - 08/2020

Brazil

Responsible for pre-selling the company's products, responding to clients' inquiries, and providing advice and support on a range of product related questions. Demonstrating how a product meets a client's needs, Identifying the customer's current and future requirements.

Achievements/Tasks

- Top Performer Sales Engineer of 2016
- Top Performer Sales Engineer of 2018

### Application Engineer Samsung Techwin

04/2012 - 02/2015

São Paulo

Responsible for technical support on all Samsung CCTV product line in Brazil, Paraguay and Uruguay. Assisting all distributors and integrators on CCTV projects and certification training.

### Technician Johnson Controls

09/2009 - 04/2011

USA

Testing, troubleshooting and configuring CCTV and Access control equipment at MetLife Stadium and other projects.

### Technician Atlantic East Coast Corp.

06/2007 - 07/2009

Newark, New Jersey

In charge of installing and maintenance of computer networking, CCTV, Phone and Alarm Systems. Development and Maintenance of Company Web Site.

### Technician Tritech Associates, Inc.

05/2005 - 06/2007

USA

Installation and Maintenance of Burglar Alarms, CCTV, Access Control and baby monitoring at Saint Barnabas Hospital.

### Technician Krueger Security Systems

04/2000 - 04/2005

USA

Installation and Maintenance of Intrusion systems, CCTV, Phone Systems, Access Control and Computer Networking.

## SKILLS

CCTV IP

Access Control

Burglar Alarm

Project Analysis

Networking

Sales

Customer Relationship

Customer Training

## ABOUT ME

I am someone who is passionate about technology, confident in my ability to engage with customers, and able to overcome any obstacles that come my way.

- Presenting technical and sales information to small and large audiences.
- I am able to understand a client's need, and provide a solution that exceeds their expectation.
- Ability to conceptually adapt technologies to fit various ideas.
- Solving complex technical problems in a systematic way.

## LANGUAGES

Portuguese



English



Spanish

