



ISAAC GASCON LEYVA

GLOBAL BUSINESS DEVELOPER MANAGER

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ABOUT ME

Professional engineer with more than 5 years of experience in sales, costing, product / account management, customer relationship and business development. Involved in manufacturing processes, automotive industry, and energy sector.

LANGUAGES

10 / 10

Spanish

10 / 10

English

9 / 10

Italian

2 / 10

German

SOFTWARE

10 / 10

Siemens NX

10 / 10

MS Office

7 / 10

SAP / Oracle

5 / 10

Altair Hyperworks

2 / 10

Python

SKILLS

Communication
 Leadership
 Negotiation
 Innovation
 Teamwork
 Strategic Planning
 Project Management
 Business Development
 Customer Service

HOBBIES



EXPERIENCE

Global Business Developer Manager / Technical Sales Engineer:

Pramac / Italy / 2020 to date

- Business development of gas generators worldwide
- Evaluation, cost estimation, development and RFQ delivery for specialized diesel and gas generators projects
- Development of sales KPIs for all commercial branches worldwide

Account Manager / Sales Engineer

Bocar Group / Mexico / 2015 - 2017

- Account management: Ford, GM, Hitachi, and Toyota
- Exceeded sales target by 30% for 2 consecutive years
- Recovery of more than \$2.1 million USD in missing tooling payments
- Development of procedure for tooling payment & RFQ delivery
- Awarding strategic and most profitable projects in the group

Design Engineer

General Motors / Mexico / 2014 - 2015

- Siemens NX Certification
- GMC Terrain Denali front bumper & grille design release
- Cadillac CT6 interior carpet & insulation design release

Others

- Team Formula SAE Tor Vergata: Business and Marketing
- Business Financing Certification by ITESM Toluca
- ITESM Toluca Innovation Award: Pneumatic Rotary Engine
- Team Baja SAE ITESM CCM: Breaking System & Chassis Design
- ITESM Toluca Automotive Engineering Committee: Marketing and Logistics

EDUCATION

Master's Degree / Business Administration

University of Rome Tor Vergata, Italy

2017-2019

Bachelor's Degree / Automotive Engineering

Monterrey Institute of Technology and Higher Education, Mexico

2010-2015