

Francisco Sandoval

Managing Partner Sarveco Global

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Career Profile

Strongly qualified senior technology and business consulting services sales executive with more than 25 years of experience working with business leaders in multinational companies and internationally in Europe, North America and Latin America. Highly motivated in driving business goals in a high pressure, dynamic, diverse and global environment, with the ability to adapt and learn quickly. Trusted colleague and leader.

Skills

Proven international experience, leading global client teams and building successful client and business partner relationships. Highly skilled in sales, negotiation, and deal making of IT services, business consulting and foreign business trade projects. Strong industry experience in banking, financial services, manufacturing and international commerce industries. Focused in ensuring a professional, productive and proactive business environment. Strong analytical abilities, strategic & corporate business vision.

Career History

2017 – Present **Sarveco Global (Houston, Texas)**

Managing Partner

Sarveco Global is a US Holding company funded by US and international investors, dedicated to the manufacturing of confectionary products in Texas, and the wholesale & distribution of American, European and Hispanic non-durable imported goods for the retail and food service industries, including Michelin-Star rated restaurants across the United States. Our retail products are present in more than 20,000 point of sale locations in the West, Southwest and Midwest US regions.

- Designed the business strategy and investment models for the multiple companies of the group.
- Led the start of operations in the US amidst the challenge of a global health pandemic.
- Ensured compliance with relevant laws and regulations at local, state and federal levels such as FDA.
- Collaborated in the implementation of food production safety certifications such as SQF.
- Designed and implemented the logistics import chain model, and supply chain for US distribution.
- Negotiated key alliances and distribution contracts with some of US largest retailers such as Kroger, Walmart and H-E-B in Texas.
- Established partnerships with the main independent retailers' cooperative associations in San Antonio, Austin and Houston metros.
- Responsible for financial consolidation, key sales and operations management across the group's multiple businesses.

2004 – 2016 **International Business Machines Corporation (Mexico)**

2013-2016 Strategic Business Executive

Global Role. Responsible for the business development of large deals and business transformational projects classified by the Corporation as key deals, for Fortune 500 companies. Led the global sales teams and managed interactions with Subject Matter Experts and IBM's Research Organization including Watson Research Center. Responsible for deal candidate identification and board approval, opportunity development, due diligence and project structuring for outcome-based business model contracting with revenue & profit sharing. Long term deals with contract values exceeding \$1 Billion US dollars. Cross-Industry transformation solutions in the Banking, Transportation, Oil & Gas, Industrial and Utilities and Clean Energy global industries. Deal maker for global projects which often comprised delivery scopes within the top 25 world economies countries in a single negotiation.

2012-2013 Business Process Outsourcing Mexico Director

Head of sales and delivery for the Business Process Outsourcing organization for Mexico, Central & Caribbean Region comprising over 1,000 professionals. Managed global projects, and signed important new contracts in the Automotive, Manufacturing and Services sector. Collaborated in the restructure and consolidation of the BPO organization with the Global Consulting Services organization. Appointed Human Resources process outsourcing lead for Latin America.

2010 - 2012 IBM Global Services, Integrated Technology Services Executive – End User Services

Regional sales for Mexico, Central & Caribbean Region. Responsible for the business unit's Profit & Loss. Developed and implemented cash management solutions for the Banking and Retail Industries including regulatory agencies certifications. Pioneered Mexico's first smart business desktop cloud implementation and application virtualization solutions. Managed third party Alliances with OEM's and Independent Software Vendors. Designated as focal point for the Financial Services Sector. Deal maker and negotiator of the public bid to provide IT Services for Mexico's G20 Los Cabos 2012 Summit. Appointed as a G20 steering committee board member under Mexico's President Felipe Calderon's direct leadership, as well as the Finance and Foreign Relations Secretaries. Responsible for overall project delivery and execution, a critical project for IBM Corporation.

2008- 2010 SMB Global Services Sales Executive

Led sales of Global Business Consulting, Strategic Outsourcing, and Integrated Technology Services for Mexico's Small and Medium Enterprise segment in the Banking Industry, Insurance, Financial Services, Retail, Distribution, and Manufacturing industries. Focal point between customer, client team and the three verticals of IBM's Global Services organization. Key contributor to achieving revenue quotas for the country. Exceeded contract signing quotas over \$200 million USD yearly.

2004- 2008 Banking, Insurance & Financial Services Territory Manager

Responsible for the Mexican Banking, Insurance & Financial Services SMB sector, including private domestic and international banking groups, global credit reporting agencies, Government-owned financial institutions such as the Central Bank of Mexico, BANJERCITO Mexico's Military Treasury & Banking Institution, as well as the country's development banking entities sector such as NAFIN, BANCOMEXT, BANSEFI, the Mexican Stock Exchange BMV, and the Mexican retirement funds processing agency PROCESAR. Accountable for the largest sales, revenue & profit quota in a single sector within Latin-America exceeding \$100 Million US Dollars. Contributed with authorities, regulators and major stakeholders in the definition & redesign of the new Mexican banking system. Grew the SMB FSS sector in over 96% YTY, negotiated and managed special projects funded and supervised by The World Bank.

2002 – 2004 VA Solutions Consulting (Mexico)

Business Strategy & IT Integration Associate Partner

Managed business consulting project sales for the Mexican manufacturing industry, contributing to the firm's consolidation with the signing of multiple high margin projects. Responsible for creating business alliances with Big-5 IT companies, including IBM. Developed the Business Strategy and IT Integration practice.

1999 – 2001 Hewlett Packard (Grenoble, France – EMEA Headquarters)

United Kingdom & Eire Sales Development Manager

Responsible for sales in the Business Personal Computing Organization for large corporate accounts in England, Scotland, and Eire. Contributed to the largest negotiation with a government-owned entity. Led the turnaround in the region's profit levels and converted it into the highest profit contributor for EMEA. Developed and implemented the forecast model for the EMEA Sales Development Organization.

Qualifications

Master of Business Administration
Corporate Governance and Social Responsibility
First Degree in IT Systems for Business Administration
Mastère en Technologies d'Information pour les Management des Entreprises

Instituto Tecnológico de Monterrey – 2007
The World Bank – 2006
Instituto Tecnológico de Monterrey – 2001
ESC Grenoble, France - 2000

Languages

French – Full professional proficiency
English – Full professional proficiency
Spanish – Primary fluency