

BRUNO ARGENTON *(he/him)*

Nationality: Brazilian

Birth: 28/09/1988



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LINKEDIN.COM/IN/BRUNOARGENTON/

ABOUT ME

Technology enthusiast. My goal is to secure a challenging position where I can apply my experience in business development.

WORK EXPERIENCE

OCTOBER 2022 – PRESENT

HID Global

Position: *Pre-Sales Technical Support Specialist, Citizen ID Solutions*

Serving as a pre-sales specialist and key member of the LATAM technical team for Citizen Identification solutions, including electronic passports, electronic IDs, and mobile/digital identity documents. Responsibilities include technical support, solution design, and customer consultations.

JUNE 2020 – OCTOBER 2022

Positivo Tecnologia

Position: *Business Development Specialist*

Business Development for Smart Home and IoT solutions. Sales and demand generation activities for retail and B2B channels. Custom product development, negotiation, sales presentations, technical validation, partnerships, commercial agreements, and new business prospecting.

MARCH 2018 – NOVEMBER 2019

Universal Robots

Position: *Sales Development Engineer*

Business development in Brazil and Uruguay. Development and management of sales activities with key partners. Development of partners and system integrators. Search for new direct business. Conducted product demonstrations, designed business proposals, and performed in-process technical validation. Coordinated agreements and purchase orders from distributors.

JANUARY 2014 – MARCH 2018

Furukawa Electric

Position: *Product Manager / Applications Engineer*

As Product Manager, responsible for life cycle analysis and product documentation management. As Applications Engineer, involved in pre-sales, viability studies, and technical customer support.

FEBRUARY 2013 – NOVEMBER 2013

Quetsol / Kingo Solar

Position: *Trainee / Lead Engineer*

Developed, sized, and deployed photovoltaic systems in indigenous areas. Designed a pilot product that transformed the company's business model. The company is now recognized for its work in rural communities and received significant investment from Leonardo DiCaprio's venture capital.

2008 – 2012

Early experiences:

Lazaretti Empreendimentos Imobiliários: Internship developing public electrical grid projects using CAD and GIS software.

Electrical Energy State Company (CEEE): Internship as part of a high voltage substations maintenance team.

EDUCATION

2007 – 2012

Engineer

DEGREE IN ELECTRICAL ENGINEERING WITH EMPHASIS IN ELECTRONICS
Universidade de Passo Fundo - Brazil

2021 – 2023

Master in Marketing

MASTER IN MARKETING AND COMMERCIAL MANAGEMENT - GESCO
ESIC Business and Marketing School

INTERNATIONAL EDUCATION

January/2011 to July/2011

ÉLECTRONIQUE, ÉLECTROTECHNIQUE ET AUTOMATIQUE
Université de Lorraine - France

CERTIFICATIONS

Technical: FURUKAWA CERTIFIED PROFESSIONAL, CISCO IOT, CISCO CCNA, AURESIDE, UNIVERSAL ROBOTS PROGRAMMER
Sales: SOLUTION SELLING - SALES PERFORMANCE INT.

Marketing: PRODUCT, SERVICES, BRANDS AND MARKET MANAGEMENT - DR. FAUZE MATTAR

SKILLS

Text, Presentations, and Spreadsheets: Advanced knowledge of MS Office, including VBA for Excel.

Technical: IP, switching and routing protocols, ISP/datacenter environments. Familiarity with standards like ANSI TIA and BICSI. Knowledge sizing ICAO standard based projects, digital documents design, issuance and personalizing (eID, ePassport), security printing, mobile wallets and documents, including adjudication and verification.

Corporate Environment: Experienced working independently and with teams in problem-solving environments. Available for travel and client meetings.

LANGUAGE SKILLS

PORTUGUESE

Native tongue.

ENGLISH

Advanced speaking, writing, and understanding.

SPANISH

Advanced speaking, writing, and understanding.

FRENCH

Intermediate speaking, writing, and understanding.

MORE INFORMATION:

PERSONAL WEBSITE: WWW.BRUNOARGENTON.COM

Certificates can be provided upon request.

References from early Work Experiences can be provided upon request.