



Gabriel Silvano

Director of Sales – Fortune 10 Automotive OEM Customers

Accelerating sales by driving, steering, and navigating market opportunities

Multilingual sales superstar tapped by CEO for multiple promotions within a global enterprise. Unique fusion of sales, engineering, and program management in the international commercial vehicle market. Adaptable leader who has created strategies to overcome inflation and supply shortages. Natural relationship builder who shines best in customer-facing roles. Adept at cultivating and forging new business. Deep knowledge of the global automotive manufacturing network.

EXECUTIVE IMPACT

Sales Driver

Achieved a 157% sales boost within four years.

Business Accelerator

Snatched a \$550M account from the customer's own in-house production.

Market Navigator

Recovered 15% inflationary costs from OEM customer.

B2B Sales | OEM Sales | Fortune 10 Accounts | Key Account Management | Relationship Building | Business Development
Contract Negotiations | Costing and Pricing | Demand Forecasting | Budget Oversight | Supervision

CAREER TRAJECTORY

SPS GLOBAL INC. | \$4B division of a \$28B global automotive supplier.

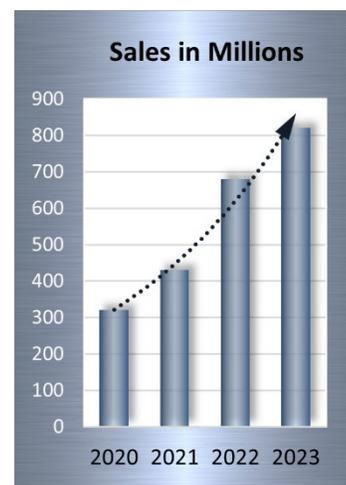
Director of North American Sales Operations | 03/2020—Present

Overview: Supervise six managers and sales team of 19 | \$820M+ North American OEM truck sales | \$9.3M budget

Promoted to provide leadership, strategy, and vision to expand business with the four largest heavy truck OEMs in North America. Create long-term demand forecasts. Manage complex pricing for millions of SKUs. Oversee sales operations and create KPIs for team.

Skyrocketed sales 157% over four years by designing a strategic plan that leveraged partnerships and identified new market opportunities.

- **Avoided 15% inflation loss** by conducting unprecedented mid-agreement renegotiation with customer that recovered **\$140M** in pricing.
- **Merged four North American groups into one**, consolidating pricing, demand management, contract management, and sales strategy.
- **Overcame supply shortages** by accurately forecasting demand and by optimizing inventory management.



SPS GLOBAL INC., CONTINUED

Director of OEM Sales | 01/2018—03/2020

Overview: Supervised two account managers | \$798M OEM Truck Account, North America | P&L oversight | \$178K budget

Promoted to lead OEM sales as single point of executive contact with SPS's largest customer. Managed strategic planning, advanced product development, and systems integration with OEM Trucks North America.

- **Negotiated a \$3B** long-term agreement for core business, including an incremental driveline program, a new e-powertrain program, and exclusive rear-axle business with OEM Trucks Asia.
- **Forged a \$550M partnership** for electric powertrains and axles that customer previously produced in-house.
- **Awarded a five-year, \$30M** contract for a new air-disc-brake platform.

OEM Account Manager | 01/2015—12/2017

Overview: Managed \$766M account with largest global truck maker | \$35K budget

Hand-picked by company CEO for promotion to position in U.S. headquarters. Supported sales director in product launches, pricing, and supply chain processes. Traveled extensively for global negotiations.

- **Negotiated two contract extensions:** A four-year, \$2B extension on core products, and a four-year, \$1.5M annual extension of contract manufacturing.
- Introduced and managed **10 new product launches that surpassed sales targets.**

EARLY CAREER

SPS GLOBAL INC. | São Paulo, Brazil

Account Manager Leader | 05/2013—01/2015 | Volvo and DAF accounts in South America

Manufacturing Engineer | 02/2008—05/2013 | Global training program

MERCEDES-BENZ DO BRASIL

Mechanical Engineering Trainee | 02/2006—07/2007

EDUCATION & TRAINING

MBA, Business Management | 2010 | Fundação Getulio Vargas | Brazil

Bachelor of Engineering, Mechanical Engineering | 2007 | Fundação Armando Alvares | Brazil

Leadership Edge training, 2019 | Finance and Accounting training, 2017

LANGUAGES

English—Fluent
Portuguese—Native Speaker
German—Intermediate

AWARDS

Global Supplier of the Year
Quality Award
30 Master of Quality Awards

Resume Strategy

Background

When the CEO of SPS Global met Gabriel in 2015, he immediately recognized the young man's potential. Gabriel had worked as a manufacturing engineer for the company's South American division when he discovered his talent for sales. As a former engineer, he possessed deep product knowledge – a key advantage when communicating with customers.

Ultimately, the CEO recommended that Gabriel relocate to the U.S. and join the North American division, where there would be more opportunity for growth. Since then, Gabriel has been promoted three times and has a stellar record of accomplishments.

Design and Focus

Since Gabriel's entire career and future goals are based in the automotive industry, I created a silvery-blue design with a metallic look. In the branding statement, I used automotive-related words, such as ***accelerating, driving, steering, and navigating***.

Executive Impact

I highlighted Gabriel's three top success stories in shaded-gradient boxes, using three automotive words as headings: *Sales Driver*, *Business Accelerator*, and *Market Navigator*. Below the boxes are select skills and keywords.

Experience

In his most recent role, Gabriel bolstered sales an impressive 157% over a four-year period. To highlight this achievement, I created a bar graph with the same silvery-blue finish. I added a sweeping arrow to drive the point home. Since the ATS system won't accurately read the graph, I included that same data in the text of the resume. All remaining content is ATS-friendly.

Education, Languages, and Awards

A native of Brazil, Gabriel spoke three languages. To focus attention on the languages and awards, I created a shape of connected boxes using the same shaded gradients as the impact section on page one.