

Jesus Silva Vara

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Work Experience

IBM Graduate Digital Sales Dublin, Ireland (Sept 2022 – Sept 2023) **Customer Success Manager - Public Cloud**

- Driving channel and business partner projects for the Spanish team as well as working with complex Public Cloud customers across EMEA.
- Collaborated with the EMEA team to co-create different initiatives that has benefit the CSM organization.
- Collaborated with senior CSM.
- Regularly hosting customer meetings, both remotely and face-to-face.
- Identifying new growth opportunities across customer portfolio and further expanding the accounts I manage (upselling/cross-selling).
- Team sparring and contribution in further developing our services and product

Internship ISEP CEU (Oct 2021 - May2022)

Work in a project to create, maintain and update the webpage for the university.

Tambien Foundation (Sept 2018 - Jul 2019)

Coordinator of the Tambien Foundation, in charge of organizing the activities, sports events, the social media and the sponsorships

Education

2023 – university course of Java programming

Universidad Europea, Spain

2019-2022 bachelor's degree ISEP CEU (GPA: 8/10)

- 1st year of ASIR (superior degree of ASIR (Administration of computer network systems))
- 2nd year of SMR (specialized degree in ASIR (Administration of computer network systems))
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2011-2015 International High School (GPA: 5,75/7)

- Frankfurt International School, Germany

Attributes, Volunteering and interests

Informatic Attributes: Microsoft Office (High Level); Cisco Packet Tracer (Medium Level); Java (Medium Level); Linux (Medium Level)

IBM Cloud badges and certifications:

IBM Garage Methodology Explorer; Cloud Core; IBM Cloud Essentials; Containers & Kubernetes Essentials; Building Cloud-Native Multicloud Applications, Cloud Advocate lv4, Cloud Architect Professional.

Languages: Spanish (native), English (fluid)

Volunteering: I have being a voluntary for more than a decade of the También Foundation (Foundation focused on the inclusion of sport for disabled people)

Interests: Informatic, Kitesurfing, football, traveling, visiting countries, experiencing different cultures, meeting and learning from people all over the world.