

ANDRES ROLANDELLI

Industrial Engineer

PERSONAL PROFILE:

17 years of experience in business development and technical sales roles; Customer focus and interpersonal skills to serve as a trusted advisor; High level of understanding of the "energy market" business processes; My excellent negotiation and listening skills help me rapidly understand and prioritize customer needs; Ability to work independently, determined and results-oriented; Continuous improving, optimization and innovation mindset; Comfortable at team working, versatile and resilient to keep up with market and customer dynamics.

ACHIEVEMENTS:

Extensive contact Network in the Refinery, Petrochemical, Chemical industries (and more), covering either new units and after sales business in Latin America (more than 120 visits to different customers and prospects every year). Increment of qty of orders, qty of proposals and sales for the aftersales business every year Green Hydrogen & Renewable Energy Market, Prospects /main players identification in South America. Carbon Capture industry for the green fuels production.

CONTACT DETAILS:

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EMPLOYMENT HISTORY:

AREA SALES MANAGER

Neuman & Esser
Since February 2009

Since 2019, responsible for the sales and market development in South America for the Energy Business Unit of the NEA Group, responsible for the manufacturing of GREEN HYDROGEN Solutions including Green Hydrogen systems with PEM and Alkaline Electrolyzers, Piston and Diaphragm compressors and high-pressure storages, with Hydrogen Refueling Stations (HRS) for mobility or any other power to x applications.

Since 2019, Responsible for the Sales and market development in South America for NEA Process Technology business unit of the NEA Group, responsible for the manufacturing of Grinding and Classifying Systems with Pendulum and Impact Mills for dry material.

Since 2009, Responsible for the Sales and market development in South America for the Compressors Business unit of the NEA Group, responsible for the manufacturing of New Machines & Revamps (Neuman & Esser Reciprocating compressors and Andreas Hofer Diaphragm compressors), Spare Parts and Services for NEA and OEM Reciprocating Compressor units in the South America, Central America and Caribbean territory. (API 618 electric Driven for Refinery and Petrochemical Projects and ISO13631 gas engine Driven for Natural Gas applications) (CRS Sales Business Unit).

Responsible for obtaining orders and sales by driving and implementing sales strategy.

Contribute to defining and implementing marketing and commercial strategies to increase orders volume and profitability;

SALES ENGINEER

Lupsa S.A.
March 2005 - March 2008

Neuman & Esser AdS comercial agent in Argentina.

Sales agent responsible to identify new opportunities in the Oil and Gas, Refineries, Petrochemicals, Steel industries, mining, etc. markets (Grinding and Classifying Systems with Pendulum and Impact mills, NEA Reciprocating compressor units + after sales services).

ACADEMIC BACKGROUND:

PONTIFICIA UNIVERSIDAD CATOLICA CHILE

Green Hydrogen Diploma

2023
Green Hydrogen

CENTRO ENERGIAS RENOVABLES BARCELONA

Master Renewable Energies

2021-2022
Green Hydrogen, Wind, Solar, Biomass, Hydraulic, Energy Efficiency, etc.

UNIVERSIDAD NACIONAL DE LUJAN

1999 - 2005
INDUSTRIAL ENGINEERING DEGREE

CORE SKILLS:

- Sales and marketing Management
- Customer service
- Strategic Planning
- Proactive
- Empathy
- Marketing communications