

LUSIO FILIBA, B.A.
FOREIGN LANGUAGES,
INTERNATIONAL RELATIONS & MARKETING

202. 549. 3431 | LusioF@gmail.com | [LinkedIn](#) | [My Portfolio](#) |
[International Patented Designs & Technologies](#)
1778 Willard Street, #1 | Washington, DC 20009



PROFESSIONAL SUMMARY

Successfully generated revenue exceeding **\$100mil** while conducting business in **7 languages**. Possessing 15-years of professional sales, consulting, technology sales and account management experience. **Overseen growth of client services teams from 1 to a team of 15** and led **growth to exceed \$100mil** in less than a decade. Proven track record in security consulting, technology consulting, digital services, client partnerships, account and business management. Consistently exceeds quotas, budgets and increases profits. **Lusio has Invented and Patented several, multi-million-dollar products that are internationally recognized and protected technologies.** A skilled leader, manager and negotiator. Completed “first-of-kind” projects for the **World Bank, The United States Senate in Washington D.C. (The Capitol), US Capitol Police, FIFA, BIG Data, US Nuclear** and won master service level agreements for **Technology Organizations, US Critical Infrastructure and Energy** as well as, many **Fortune 500 Companies**. Lusio has created a legacy of winning groundbreaking projects and helping organizations strategize, build new business models and transition into the digital gig economy.

KEY CAREER ACHIEVEMENTS

- **Led sales from \$0.00 in 2010 to \$60mil in 6 years**
- **Developed, Invented & Patented New Technologies** (click [here](#) to view)
- **Opened new market regions and created revenue in new industry verticals**
- **Successfully presented services and products to the United States Senate in Washington, D.C.**
- **Grew sales team from 1 to 15 in 6 years**
- Won “first-of-kind” Legacy Projects with Largest MSA Values in the Group’s history
- Grew Revenues to Validate the purchase of a 120,000 sqft facility for the Group
- Led & Won projects in more than 15 countries globally

KEY COMPETENCIES

- Technical/Engineering Sales Consulting, Technology Consulting Services, Key Account Management, Business Management, Client Engagement, Presenting
- **Project Management**
- Hiring & Training
- Leadership, Client Relationship Management
- Marketing Strategy, Business Strategy, Business Plan Development, White Papers, ASTM Standards & Specifications (See my Portfolio [here](#))
- Product Development Partnerships
- **Budgeting, Quotas, KPI’s, Profit Generation**
- Contract Negotiation, Project Financing

CAREER HISTORY

COMPANY	TITLE ROLE	DATES
Idloom	Director Client Partnerships	02/24/2020 to Present
3Pillar Global	Client Partner	04/11/2019 to 02/01/2020
Bear Mountain Security LLC	Executive VP	11/22/2017 to 02/24/2020
Cochrane USA Inc.	USA & Canada Territory Director	01/05/2010 to 11/09/2017
Cochrane Industries UK Ltd.	Business Development Executive	01/11/2009 to 01/04/2010

February 2019 to Present

Director Client Partnerships Idloom: *Act as liaison between clients, Executives and business stake-holders. Understand client needs and identify new business opportunities. Negotiate business contracts and costs with customers as needed. Develop customized programs to meet client needs and close business.*

- Provide client consultations about company products and/or services.
- Develop business proposals and perform product/service presentations for clients.
- Build positive and productive relationships with clients.
- Develop account strategies to meet monthly revenue quotas and targets.
- Assist in development of account budgets and timelines.
- Assess potential business risks and develop mitigation plans.
- Develop new business opportunities with potential and existing clients to achieve revenue goals.

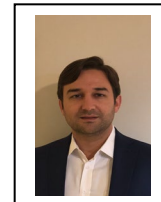
February 2019 To February 2020

Client Partner (Director) 3Pillar Global: *Professional Consulting Services in the Technology Industry. Business Analysis, Digital Product Definition, Digital Product Strategy, Digital Product Validation, Digital Product Development & Engineering Professional Consulting Services, Business and Use-case strategy.*

- Partner with new Logos developing new business cases.
- Professional business consulting services for partners in the media, publishing, entertainment and technology verticals.

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- Identifying new business models to generate new revenue streams for clients in the digital economy.
- Consulting services to assist organizations develop revenue generating digital products to keep up with digital transformation.
- Providing digital services and software development consulting services to assist organizations define: Product Strategy, Product Definition, Product Validation, User-Research, Product Engineering and Market-fit.

2017 To Present

Executive Vice President Bear Mountain Security: *Consulting Risk Analysis Services, Professional Consulting Services Product Development, Client Engagement, Client Partnering. Professional Consulting Services in the Security and Technology Industry. Business Analysis, Digital Product Definition, Digital Product Strategy, Digital Product Validation, Digital Product Development & Engineering, Professional Consulting Services, Business and Use-case strategy.*

- Professional risk analysis and product consulting services. Technical/Engineering sales consulting services, architectural design and engineering sales services.
- Business Management consulting developing new business plans for client partners.
- Consulting services to provide client latest risk mitigation strategies and best practices. Drives the client services mission, manages international and national partnerships, delivers presentations and closes business.
- Writes Proposals and negotiates contracts and project financing terms and conditions.
- Launch new products in the market and won “first-of-kind” contracts with the City of Los Angeles, CA, The City of Arlington, VA and The World Bank.
- Experienced in project life-cycle management.

2005 To 2017

USA & Canada Territory Director Cochrane USA Inc.: *Trusted Client Advisor, Professional Consulting Services, Opened the Group's First Risk Mitigation Consulting Practice, Drive Business Change, Advises on Best Practices.*

- Opened Cochrane USA's North American operation in 2010.
- Patented numerous market leading [technologies](#) to ensure the company's market share and differentiate its offerings.
- Develop marketing and sales strategies for various market segments and recruit and train personnel for: DoD, Commercial, NGO's, Bio-tech, Tech, Energy and Top Fortune 500 Groups.
- Led sales from \$0.00 in 2010 to \$60mil at the close of 2017.
- Professional advisory and consulting services for the Group's key partners and clients.
- Write proposals, lead presentations, manage budgets, KPI's and set sales targets/quotas.
- Grow the Group's footprint to include offices in D.C., South Carolina, Texas, Los Angeles and Toronto, Canada.
- Direct contributor of revenue growth and market entry into new regions including: Canada, Afghanistan, Europe, Latin America and the Caribbean.
- Lead consultant at trade shows, conferences and leads business travel assignments.
- Ensuring business profitability and pipeline growth and conversion.

2009 To 2010

Business Development Executive Cochrane Industries UK Ltd.: *Assigned to International Divisions in Europe to Provide New Business Models and Offerings, Provision of New Services and Engagements Models, Green fielding New Markets.*

- Establish new business development units in the Group's European Head Quarters located in England - reporting directly to the European President of the Group.
- The role's objectives included: new logo capture in the European based client services department, Account management and project-life-cycle management.
- Provision of new business models and technologies to clients.
- Net new logo capture resulting in net new revenue generation.
- Liaise with the Group's President and update sales forecasts, oversee marketing plan/collateral development and the Group's general growth within the region.
- Establish new services and products within the region and grow revenue.
- Identify trade conferences, magazines, online media and other marketing related forums to grow the Group's recognition and brand awareness.

LANGUAGES

English, Spanish, French, and Portuguese; proficient in Italian, Greek, German, and Dutch.

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TECHNOLOGIES (Click [here](#) to see my Portfolio)

HTML	CSS	Bootstrap
JavaScript	Node.js	Handlebars
MongoDB	MySQL	jQuery
React.js	Data Structures	Heroku
Patented Products	Algorithms	Responsive Design

EDUCATION

- University of Johannesburg, Auckland Park, Republic of South Africa
2009, Bachelor's Degree in Languages and International Relations
- University of Maryland University College-Robert H Smith School of Business
2010 Bachelor's Equivalency Degree in Marketing
- NYACK-New York's Christian College-School of Business, Leadership and Business Administration
2016 Bachelor's Equivalency Degree in Marketing and Languages
- George Washington University College of Professional Studies
2019 Certified Professional Studies Program in Computational Languages (**Graduating April 2020**)