



Juan Gutiérrez

Account Executive · SaaS revenue growth and AI automation

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I sold software and financial services at five companies across five markets. Today I sell with you, build with AI what your sales team needs and train it to use it.

WHAT I DO

I sell with you

I find your ideal customer, qualify them with BANT and, if you want, lead the sale to the close. Three levels.

I build with AI

Prospecting agents, follow-up flows, dashboards and internal assistants, on the tools your team already uses.

I train your team

Custom workshops: AI applied to sales, BANT qualification and no-code automation.

RESULTS

16
new customers in under 4 months
Prix

+75 %
conversion on monthly closes
Addi

18
closes in the first month, company record
F2D Solutions

+4.000
qualified profiles reached automatically
Citrino Capital

WHERE I DID IT

Citrino Capital	Sales & GTM · Present Acquisition engine with over 4,000 qualified profiles, reached automatically by email, LinkedIn and WhatsApp, on Microsoft 365 (Power Automate, Lists, Teams), AI and scraping.
Prix	Key Account Manager · Cross-border payments · 2025-2026 16 new customers in under 4 months, with over COP 1,000 million a month in transactions; automated reporting with n8n and AI.
Addi	Field Sales Executive (SMB) · 2025 Over 500 companies contacted from scratch, over 90% of quota (around USD 20K) and over 75% conversion.
F2D Solutions	Account Manager LatAm and USA · 2023-2024 18 closes in the first month (double the average), Top Performer for 16 months and sales in the USA, Mexico, Colombia, Chile and Peru.
Fianly	Business Development Representative · Fintech startup · 2022-2023 New-customer acquisition and retention, market intelligence and weekly growth reporting.

TOOLS

n8n

Claude · Claude Code

Apollo

Apify

LinkedIn

WhatsApp

Microsoft 365 · Power Automate

Supabase

Power BI

Salesforce

Custom CRM or your company's own

EDUCATION

International Business Administration (Remington University) and Platzi certifications in n8n, RPA and AI hyperautomation and Growth Management.

LANGUAGES

Spanish (native) · English B2+ (professional working proficiency)