



Luis Almeida

Business Development (Internal)



Identity and Access Management sales and business development leader

Luis P. Almeida is a seasoned sales and business development leader specializing in Identity and Access Management (IAM) solutions. Fluent in Spanish, English, and Portuguese, he possesses a global perspective crucial in the dynamic field of IAM.

Top Skills:

- Identity Management, Access Control, Access Management
- Multilingual: Spanish (Professional Working), English (Native or Bilingual), Portuguese (Native or Bilingual)

Work Experience:

- VP of Sales at CyberSolve, a global IAM solutions provider.
- Chief Revenue Officer at Clear Skye in Miami, Florida, where he excelled in this role.
- VP, Sales and Business Development at Identropy Inc., a prominent IAM consulting firm.
- Regional Sales Director – IAM at Dell, overseeing annual IAM software sales exceeding \$30 million.
- Top-performing Identity and Access Management Sales Specialist at Quest Software (Acquired by Dell).
- Identity and Access Management Sales Specialist at CA Technologies, earning recognition as CA's top IAM sales executive.
- Sales Executive at DataCore Software, responsible for direct sales in the South Eastern United States.
- Manager, Consumer Products at 3Com, managing sales of Palm products in Latin America.
- Territory Manager at ViewSonic Corporation, overseeing Latin American distribution.
- Regional Sales Manager at Tech Data, leading a team driving sales of over 20,000 manufacturer products into Latin America.