



Mar Pillado &lt;mpillado@mytraffic.fr&gt;

**Fwd: Geoblink - Bienvenido - Sabores Express**

1 message

Javier Suarez <jsuarez@geoblink.io>  
To: mpillado@mytraffic.fr

Mon, Oct 21, 2024 at 11:06 AM

----- Forwarded message -----

De: **Javier Suarez** <jsuarez@geoblink.com>  
Date: jue, 5 oct 2023 a las 9:52  
Subject: Re: Geoblink - Bienvenido - Sabores Express  
To: Nicolás Guillén <nicolasnguillen@gmail.com>  
Cc: Alejandro Fernandez <alemfer1@gmail.com>

Buenos días, Nicolás

Lo primero disculparme por no haber visto la llamada, ya que me encontraba ya fuera de la oficina.

Sobre tu email:

- ¡Ya tenéis acceso y usuarios desde hoy a Geoblink!. Por favor chequear vuestro correos, deberíais de tener un email de bienvenida a la plataforma, seguid las instrucciones y ya podéis acceder (si no veis el email comprobar si entro como spam).
- Gracias por el Excel, hoy procedemos a cargar vuestra red de tiendas en la plataforma.
- Te llamo ahora para agendar la primera formación, lo antes posible que puedo es el Viernes por la mañana.

Gracias!  
Un saludo,

El mié, 4 oct 2023 a las 20:39, Nicolás Guillén (<nicolasnguillen@gmail.com>) escribió:  
Buenas tardes Javier,

Soy Nicolas Guillen, responsable de la expansión de Sabores Express SL acá en Madrid.

Pongo en copia a Alejandro Fernandez, Director de expansión de nuestra marca.

Te adjunto el archivo ya completo con los datos que solicitaste.

Te paso también nuestros datos para que puedas dar de alta los usuarios :

1. Nicolas Guillen  
nicolasnguillen@gmail.com  
Responsable de Expansion Madrid
2. Alejandro Fernandez  
alemfer1@gmail.com  
Director de Expansion
3. Damian De Santis  
damiandesantis@yahoo.com.ar  
CEO de Sabores Express SL

Lláname mañana por la mañana así coordinamos una reunión para aprender a utilizar la herramienta.

Nuestra idea es poder utilizarla mañana mismo que vamos a andar de recorrida por la zona norte de Madrid : Tres Cantos, Las Tablas, San Chinarro.

Un saludo,

NG  
674 037 916

El mar, 3 oct 2023 a la(s) 17:33, Javier Suarez (jsuarez@geoblink.com) escribió:  
Buenas tardes Nicolás,

¡Encantado de saludarte!

A partir de ahora yo seré vuestra persona de contacto y os ayudaré a cumplir vuestros objetivos obteniendo el mayor valor y provecho de la herramienta.

- El primer paso será **dar de alta a los usuarios** que tendréis en Geoblink:
  - Necesitamos que nos envíes el 1. nombre y apellidos, 2. email, y 3. cargo en la empresa de cada uno.

- Me gustaría buscar un hueco con vosotros y cualquier compañero que estimes de vuestro equipo para haceros una **formación de la herramienta**.
  - ¿Me das un par de fechas y hacemos una videollamada al respecto?
- Por último, con el fin de que vayamos cargando vuestras ubicaciones actuales a la herramienta os envío una **plantilla** para que me la enviéis completada **con los datos de vuestros puntos de venta**.

Cualquier cosa al respecto me dices

Un saludo,

El mar, 3 oct 2023 a las 15:28, Jorge Vergara (<[jvergara@geoblink.com](mailto:jvergara@geoblink.com)>) escribió:

Hola Nico,

Ya deberías haber recibido el contrato con ambas firmas. Si no es así, indicámelos y te lo paso.

Pongo en copia a mi compañero Javier. Javier será la persona responsable de que saquéis el máximo partido a la plataforma empezando por la creación de usuarios y la primera formación.

Un saludo y muchas gracias por la confianza

**Jorge Vergara** | Head of Sales - Spain

+34 644 214 799

[www.geoblink.com](http://www.geoblink.com)



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El vie, 29 sept 2023 a las 10:57, Jorge Vergara (<[jvergara@geoblink.com](mailto:jvergara@geoblink.com)>) escribió:

Buenos días Nico,

Te mando el contrato para que lo revises y si está "ok" te lo mando por firma digital.

Un saludo

**Jorge Vergara** | Head of Sales - Spain

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El mar, 19 sept 2023 a las 16:05, Jorge Vergara (<[jvergara@geoblink.com](mailto:jvergara@geoblink.com)>) escribió:

Hola Nico,

Te paso el link a lo del kit digital: <https://www.geoblink.com/kit-digital/>

Un saludo

**Jorge Vergara** | Head of Sales - Spain

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El lun, 11 sept 2023 a las 12:31, Jorge Vergara (<[jvergara@geoblink.com](mailto:jvergara@geoblink.com)>) escribió:

Hola Nico,

Me preguntaba si ya tienes algo de visibilidad para poder bloquear el hueco y vernos en presencial.

Un saludo

**Jorge Vergara** | Head of Sales - Spain

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El jue, 7 sept 2023 a las 10:37, Jorge Vergara (<[jvergara@geoblink.com](mailto:jvergara@geoblink.com)>) escribió:

Hola Nico,

Me acaban de bloquear el 19 por la mañana (reunión con ALDI...)... así que tendría que ser el 19 por la tarde o el 20 a cualquier hora... dime lo antes posible porque mi agenda es "de locos"...

Un saludo

**Jorge Vergara** | Head of Sales - Spain

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El jue, 7 sept 2023 a las 10:15, Jorge Vergara (<[jvergara@geoblink.com](mailto:jvergara@geoblink.com)>) escribió:

¡Genial! ¿Por la mañana o por la tarde (para bloquearme el hueco)?

Un saludo

**Jorge Vergara** | Head of Sales - Spain

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El jue, 7 sept 2023 a las 10:13, Nicolás Guillén (<[nicolasmguiillen@gmail.com](mailto:nicolasmguiillen@gmail.com)>) escribió:  
Ok Jorge gracias.

Seguramente te pida de coordinar una reunion presencial el 19/9 o 20/9 que estara aqui el encargado de expansión de Argentina para que lo veamos juntos.

Un saludo y gracias,

Nicolás

On 6 Sep 2023, at 09:50, Jorge Vergara <[jvergara@geoblink.com](mailto:jvergara@geoblink.com)> wrote:

Hola Nico,

Efectivamente es el precio mínimo de licencia que podemos aplicar para el primer año.  
El periodo de contratación mínimo es de 1 año pero la facturación puede hacerse trimestralmente si fuera necesario.

Un saludo

**Jorge Vergara** | Head of Sales - Spain

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El mar, 5 sept 2023 a las 22:43, Nicolás Guillén (<[nicolasmguiillen@gmail.com](mailto:nicolasmguiillen@gmail.com)>) escribió:  
Jorge,

Gracias por acercarnos tu propuesta. Esto es lo mejor que puedes ofrecernos?

Cuanto es el tiempo minimo requerido de contratación?

A ver si podemos acercarnos.

Un saludo,

NG

El mar, 5 sept 2023 a la(s) 12:13, Jorge Vergara (<[jvergara@geoblink.com](mailto:jvergara@geoblink.com)>) escribió:  
Hola Nico,

Te envío una nueva propuesta de colaboración con un descuento adicional.

Quedo a la espera de tus noticias.

Un saludo

**Jorge Vergara** | Head of Sales - Spain

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El lun, 31 jul 2023 a las 17:46, Jorge Vergara (<jvergara@geoblink.com>) escribió:

Hola Nicolás,

Ha sido un placer volver a vernos. Te envío lo siguiente:

- Oferta formal de colaboración adjunta con el descuento comentado
- Link a la información de kit digital: <https://www.geoblink.com/kit-digital/>

Por otro lado, comentarte que respecto a la tienda de Bravo Murillo, lo que veo raro es que tienes un montón de extranjeros y que además son chinos (u otras asiáticas) que igual no son muy receptivos de tu producto.

<image.png>

Por ultimo, no realizamos ese tipo de "pruebas de la plataforma" pero si me pasas un Excel con la dirección de tus establecimientos y las ventas puedo buscar que variables me salen relevantes (firmamos un NDA si quereis...).

Un saludo

**Jorge Vergara** | Head of Sales - Spain

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