



THE DOWNLOAD

# JAIME CATTORI

SALES MANAGER

Jaime is responsible for sales in Mexico and parts of South America. We asked Jaime a few questions about himself, and what it is like working with Osprey.

### How did you start working with Osprey?

I once worked with my father-in-law. His company was the original agent for Osprey in Mexico.

### How long have you been working with Osprey?

31 years

### How many languages do you speak?

5 - Spanish, German, English, French, and Italian (currently learning Mandarin)

### Which one is your favorite?

German, it is a language in which every word or situation matches a specific wording formula.

### What is one thing working with Osprey has taught you?

Teamwork is the best way to address any business opportunity.



### Hometown?

Mexico City

### When I was a kid, I thought I wanted to be what?

National guard and drive a police car.

### This piece of advice changed your life.

The present is a short time frame. Try to plan with an open and future minded strategy whenever possible.

### What is one piece of advice you would give to someone young starting a career in sales?

Be prepared to travel with no time restrictions and work as hard as you can.

### What is your favorite food outside of Mexico?

Curry



### What is the hardest part about selling Osprey products?

The fact that Osprey only deals with invisible air.

### I always do this before visiting a customer.

Try to understand a customer's needs and why they need our technology.

### I wish more customers knew this about Osprey?

Family backed business running into its 3rd generation.

### Best part of business travel?

The food - hands down.

### Favorite food you cannot get back home?

Longhorn's cheese stuffed jalapeños

### Who is the one person, alive or dead, you'd most like to have dinner with?

Cleopatra



### Current phone screen image?

Family photo

### What is the most used app on your phone?

WhatsApp



### Name one of your favorite bands.

Peter Gabriel

### What piece of dated technology you still cannot give up?

My HP handheld calculator

### If you could see any band live, front row, and for free, which one would it be?

AC/DC



### What TV show are you currently watching?

Breaking Bad

### How long have you been married?

31 years

### Where did you meet?

High school

### Best advice you can give a young couple starting out?

Embrace each other's shortcomings.

### What is something about yourself you wish you could change?

Being more sociable.

### Best city to visit?

Istanbul



### What is the one thing in Mexico that you are glad that is never exported?

Tierra Noble Tequila

### Best part about working with Osprey?

It's an unusual family gang, highly motivated, and service oriented.