



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.