

SALES MANAGER

Summary

Driven sales and marketing professional with strong track record of planning, organizing, generating leads, and building and leading high performing teams with 4+ years of experience in sales, business development and project management in the trucking and mining industry. Bilingual and quick learner with an ability to prioritize simultaneous projects, prospect clients and perform well in a demanding environment. Strong communication, presentation, organizational and problem-solving skills.

Highlights

- Research and Analysis
- Strategic Marketing
- Fluent in Spanish
- Customer service
- Detailed Oriented
- Strategic Sales
- Leadership
- Business Development
- Key Account Management
- Market Planning

Experience

Company Name City Sales Manager 11/2014 to 01/2016

- Extraction and international commercialization of bulk Asphaltite Chile Office (USD3MM est. 2016).
- Led Santiago office sales from inception to USD3MM (est.2016) by successfully identifying and securing customers in USA and Latin America.
- Formulated detailed sales and profitability forecast for a 5-yr expansion plan successfully achieving goals for the first 18 months.
- Improved customer service resulting in 43% increase in repeated sales.

Company Name City , State Project Manager 08/2012 to 09/2014

- Customized truck body and trailer builder for the mining, electricity distribution, agricultural, sanitation and firefighting sectors integrating equipment from National Crane, Altec, Heil, Mongoose Jetters and others on Mercedes Benz, VW, Freightliners and International truck chassis (USD48MM Sales).
- Reorganized quality control and developed new quality assurance resulting in 75% reduction of customer returns with USD700K yearly savings.
- Successfully gathered and translated pre-sales and post-sales on the customer base of the various industries into coherent product designs for each client resulting in improved customer satisfaction.
- Effectively coordinated work of 40 employees across 5 departments greatly improving internal communications.
- Managed projects through all stages resulting in 35% reduction in delivery time and 15% business growth.

Company Name City , State Marketing Consultant 11/2011 to 07/2012

- Law and Finance private consulting office (USD5MM Annual Sales).
- Planed and executed business plans for companies consulting to enter in the Chilean Market by generating a 5-year plan and defining specific sales goals to succeed in the country.
- Improved office customer acquisition by 17% and generating USD0.8M in new annual revenue.

Education

Master of Science : International Marketing 2016 Hult International Business School , City , State , United States of America

- Generated one year business and marketing plan for Edmunds.com with complete support of the company.
- Created a one year business and advertising plan for NBC TV interacting with the company daily.

Master of Science : Marketing 2012 IEDE Business School , City , State , Chile

Bachelor of Science : Business and Management Administration 2011 Andres Bello National University , City , State , Chile

Languages

Fluent in English, Fluid in Spanish, Basic German.

Interests

Hobbies: Musician for 15 years, Basketball player. Technology Analysis

Skills

Office Suite, SQL, Google Products.