

Alexis CORRIERAS

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SKILLS

- **Trilingual – French** (Native), **English** (Fluent), **Spanish** (Fluent, I worked 10 years in Latin America)
- **B2B new business development**
- **Quotation, budget and sales reporting**
- **HTML, CSS, Javascript, JQuery, JSON, API**
- **Node.js**

EMPLOYMENT HISTORY

Architectural & Design Representative, Product Specialist & Specifications
at Cymat Technologies Ltd.

Toronto, Canada 12/2017 – PRESENT

- I work directly with the Vice-President Business Development.
- Driving new business by forging relationships and managing sales cycles from start to finish.
- Follow up of client inquiries.

National Sales Manager, at SG Synergy Venezuela, SA (Import)

Caracas, Venezuela 02/2010 – 06/2016

- Developed a sales strategy to achieve organizational sales goals and revenues.
- Set individual sales targets with the sales team.
- Overseen the activities and performance of the sales team.
- Liaised with other company functions to ensure achievement of sales objectives.
- Assisted with the development of sales presentations and proposals.
- Investigated lost sales and customer accounts.
- Tracked, collated and interpreted sales figures.
- Forecast annual, quarterly and monthly sales revenue.
- Generated timely sales reports.
- Developed pricing schedules and rates.
- Formulated sales policies and procedures.
- Helped prepare budgets.
- Controlled expenses and monitor budgets.
- Maintained inventory control.
- Conducted market research and competitor and customer analysis.
- Analyzed data to identify sales opportunities.
- Developed promotional ideas and material.
- Cultivated effective business relationships with executive decision makers in key accounts.
- Inbouded shipments management including container inspection process, properly report any damaged goods, and signed off on the receipt of the inbound container.

Private Banker, Crystal Finance

Caracas, Venezuela & Panamá City, Panamá 10/2006 – 01/2010

- Responsible and accountable for new strategic relationship acquisition and resulting new business generation.
- Active development and communication of CRM (Client Relationship Management) strategy to drive prospecting and relationship growth for Personal Advisory Services.
- Participated in and overseen the execution of the CRM strategy including direct calling and networking.
- I upheld active market presence within the community and industry associations with the purpose of promoting the company I worked with and Personal Advisory Services while cultivating potential prospects and referral sources.
- Built, promoted, marketed and maintained an adequate pipeline of opportunities to meet private banking revenue goals.
- Developed and implemented product marketing strategies.
- Assessed customer needs, identified opportunities and provided the best advice to clients in conjunction with partners or independently in making financial recommendations that best fit the client's needs.

Financial Adviser, Bercom France Finance

Paris, France 12/2005 – 10/2006

- Met with customers to review their existing financial situation and to establish the client/planner relationship. Analyzed the client's investment portfolio and recommended an asset allocation and specific plan to meet established objectives.
- Developed, recommended and implemented an investment strategy suggesting specific investments and insurance products
- Maintained an ongoing client relationship by conducting periodic reviews with each client on a scheduled and "as needed" basis.
- Generated new business and sale of products within the market area.
- Initiated contact (in person, phone, or mail) with current clients for cross sales.
- Periodically made group presentations.

EDUCATIONAL HISTORY

- *University of Toronto: **Full Stack Developer Bootcamp** 01/2019 – 07/2019*
- **LEED Green Associate™** GBCI 2018