

# WORK EXPERIENCE

## Sales Representative

International Marketing Unit LLC

07/2010 - 05/2012

San Antonio, TX

- Drove revenue growth by 3.5% YOY by implementing innovative sales strategies while improving the overall sales process.
- Collaborated with all departments to ensure a cohesive sales team to increase product sales and expand territories.
- Developed and implemented operational strategies for the sales department significantly improving the business process.
- Trained 20+ salespeople on the sales process, proposal development, closing business deals, and acquiring new clients.

## Sales Representative

Popular Technologies International

03/2008 - 06/2010

San Antonio, TX

- Employed client insight awareness in identifying the customer's needs and utilized consultative selling skills in optimizing business opportunities to communicate pricing and service strategies effectively.
- Provided invaluable contribution to the escalation of revenue growth by actively developing profound marketing plans, managing prospects, and preserving substantial information in the prospect database.
- Collaborated with the Compliance Unit to resolve customer issues and maintain a high level of customer satisfaction.

# EDUCATION

## Masters in Business Administration

Trinity University

08/2007 - 06/2009

GPA: 3.8/4.0

## Bachelor of Science in Financial Management

Bachelor of Science in Sales & Marketing

08/2004 - 06/2007

GPA: 3.9/4.0

# TRAININGS & CERTIFICATIONS

Six Sigma Black Belt (11/2019)

Brand Management: Aligning Business, Brand and Behavior (06/2019)

Leadership for Managers (04/2015)

Six Sigma Green Belt (08/2019)

Building your E-Commerce Business (01/2019)

Sales Coaching Masterclass (02/2014)

# HONOR AWARDS

Employee of the Year (2019)

*Chubby Bear International*

- Successfully negotiated 300+ new business deals in the fiscal year 2018-2019.

Most Number of Sales Team Recruits Award

*Winemakers Company*

- Successfully recruited and completed the onboarding process of 10+ new salespeople for the first quarter of 2018.

Employee of the Month - 8 times in 3 years

*Winemakers Company*

# LANGUAGES

English



Italian



Spanish



# INTERESTS

Public Speaking

Photography

Creative Writing

Sustainability