

MAYRA ALEJANDRA RENGIFO MESA

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I am a professional in economy and international business. Bilingual with two years of experience in Marketing, Sales, Commercial and Finances area. Leadership capacity, excellent handling of interpersonal relationship, teamwork and ability to learn, to work under pressure and high goals orientation. I am responsible, disciplined and passionate about marketing, Sales, Business area.



FIELDS OF EXPERTISE

Marketing, Commercial area, Sales, Customer service, Project Management, Customer Experience.



EDUCATION



- Icesi University – Economy and International Business July 2011- February 2017.
- Semesters in honor roll IV, V, VI, VII, VIII, IX y X . Accumulated average 4,2
- School: Femenino San Fernando – Commercial Orientation – 2011
- Exchange: Eurocentres Language Schools – Toronto, Canada. January 2016- July 2017

RESEARCHES AND PUBLICATION

- Thesis “Insider Information and good government codes in Colombian companies” (García y Rengifo, 2016).
- Publication: “Financial investment company CSS constructores S.A” (García, Rengifo y Riascos, 2014)



TECHNICAL ABILITIES

MICROSOFT WORD, POWERPOINT AND EXCEL  **90%**
SAP, STATA, CEN, OANDA  **45%**



LANGUAGES

Spanish: Native Language
English: Grammar intermediate, Speaking and Reading Advanced.
Portuguese: Basic level

PROFESSIONAL EXPERIENCE

NOVEMBER 2017 - PRESENT
BUSINESS ADMINISTRATOR AND SALES CONSULTANT
RYM DE OCCIDENTE REAL ESTATE COMPANY S.A.S

- Advice clients during purchase of homes and mortgage loan process.
- Responsible for managing 5 sales persons.
- Manage and create strategies to the achievement of sales goals.
- Implement and optimize internal processes.

MAIN ACHIEVEMENTS

- Increase knowledge about financial intermediaries and improve my communication skills and interpersonal relationship.
- I advise and manage the legal process for the real estate and improved the banking relationship.
- Creation and implementation of a new CRM platform for current and future clients.

JULY 2017 - OCTOBER 2017
OFFICE MANAGER
BOGOTA'S BANK - AVAL'S GROUP

- Increase profits through greater sales, and achieve all the office goals with a good staff management and teamwork.
- Get new clients and deepen them getting a better profitability.
- Managing the current state of office sales and the sales persons goal achievement.
- Responsible for creating sales strategies for the office.

MAIN ACHIEVEMENTS

- I developed my skills to teamwork.
- Increase my under pressure capacity.
- I got knowledge about financial sector and banking administration.
- Development of coaching ability.

JULY 2016- JANUARY 2017
MARKETING- INTERNSHIPS
COLOMBINA S.A.

- Report and feedback about the marketing strategies in all the channels, traditional, institutional and KAM.
- Analyze and follow up marketing activities in different channels, with the aim of have their effectiveness, through the sales of the cookies (Crakeñas), and supporting the activities of launch products and marketing strategies.
- report and manage of update information in Nielsen.
- Realize bench marketing for the launch of a new pack an product.

MAIN ACHIEVEMENTS

- I learn about the channels used in massive consume, and business platforms as well.
- Automatize a database for the weekly feedback for the channels.

SKILLS AND COMPETENCIES

- Strategic thinking
- Leadership capacity
- Communication skills
- Good handling relationship
- Ability to learn easy
- Proactivity
- Customer service
- Great ability to adapt
- Liability
- Discipline
- High goals and achieve orientated
- Teamwork
- Passionate
- Ability to work under pressure
- Cultural tolerance



OTHER STUDIES AND CONFERENCES

- **2017:** Leadership Workshop (coaching international) 16 hrs.
- **June 2016:** Seminar trade bilateral initiative (Toronto Major's office). Canadá.
- **November 2015:** Advance Excel (Icesi University) 32 hrs Colombia.
- **March 2015:** The Art of Public Speaking(Icesi University), Colombia. 16 hrs.
- **September 2015:** Synergy 12 "The Revolution of the Cent"(Icesi University) Colombia.
- **August 2014:** Economic and Social Impact of Free Zones (Icesi University) Colombia.



EXTRACURRICULAR ACTIVITIES AND INTERESTS



Walking tours, natural work out, Pilates.



Economics and social research, social and technology innovations



Traveling and cultural immersion



Volunteer at children foundations



Cinema, documentaries and Ted Talks



Learning about languages



ADDITIONAL INFORMATION

Birthday: February 28th, 1995

Residence: Colombian.

Allocation availability: Yes, immediate availability

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FOR FURTHER REFERENCES, PLEASE CONTACT:

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