

Andrés Rivera Hurtado

Account Management & Business Development
West Palm Beach, FL

andres.rihu@gmail.com
[linkedin.com/in/andresrihu](https://www.linkedin.com/in/andresrihu)

EXPERIENCE

Momentum Solar – Solar Sales Specialist October 2022-Present

- Sold a total of 10 contracts in the last 5 weeks.

Unblinded - Corporate Trainer Remote 2020-2021

- Created KPI metrics reporting using Pivot Tables and performing data analysis in Excel
- Trained internal sales team to increase performance and leverage systems
- Led morning training with over 100 clients daily
- Organized and hosted virtual events with finance, legal and health industry leaders on a weekly basis

Proctor Gallagher Institute - Account Executive & Trainer Remote 2018-2020

- Achieved \$1.3 million in new business revenue in the first year
- Coached over 250 clients from 12 different countries
- Educated clients in English, Spanish, Portuguese, and French
- Enabled the accomplishment of client business goals from business

Angi - Sr. Account Executive New York, NY 2016-2018

- Earned President's Club award my first year with the company (\$1m+ revenue achievement)
- Exceeded weekly sales quota by 200%
- Trained ~30 Spanish speaking reps to improve their skills and market understanding
- Stimulated 300% increase in Spanish Market sales

Reval.com – Lead Financial Planning Analyst New York, NY 2015-16

- Led implementation of internal reporting system within Finance and Engineering Ops departments
- Reduced 2 weeks of work per month for the Financial Planning and Reporting Team with automation
- Developed internal cash-flow reporting

United Technologies Corporation – Financial Leadership Associate Various Locations May 2013-2015

- Improved dividend and intercompany analysis process for Otis Elevator and Carrier entities worldwide
- Managed and tracked daily sales and revenue for Kidde Fire Protection Systems entities worldwide
- Created productivity analysis tool for Pratt and Whitney business units to forecast weekly labor and financial performance

EDUCATION

Manhattanville College: Aug 2009-May 2013, 3.8 GPA, BA Major: Finance and French Language
Université La Sorbonne (Paris, France): Fall 2011 Student Exchange Program

INTEREST AND HOBBIES

Blockchain Tech, Agriculture Development, Mindset, Playing Tennis, Ping Pong, Pool, Beach Tennis, Ukulele.