

Andrés Rivera Hurtado

Account Management & Business Development
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EXPERIENCE

- 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

- Coding Dojo Remote Feb 2022 - May 2022
14 weeks (70-90 hrs/week) Online Full-Time Software Development 3-Full Stack Bootcamp
- Investment Banking Institute New York, NY May 2015
Intensive 8-week financial modeling and company valuation program
- 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.