



## Franlex Ramirez

**BSc Geochemistry UCV //**  
**Junior Front-end**  
**developer.**

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## PROFILE

I consider myself to be a very proactive and efficient person, I solve any problem in the least amount of time possible. I can work under pressure, and I am also willing to learn quickly and work hard to achieve all my goals. Besides that, I am ambitious and constant. I don't stop until I know I have achieved the goal. I am a versatile person, and I can adapt quickly to all changes.

## SKILLS

- HTML
- CSS
- Java script
- Microsoft tools

## LANGUAGES

- English: advanced C1
- Spanish: native speaker

## EDUCATION

Bachelor Science Geochemistry – Central University of Venezuela (UCV)

2011 – 2020

English-speaking title C1 – Venezuelan - American Center (CVA).

2014 - 2017

## WORK EXPERIENCE

Revenue Management Analyst – Aruba Airlines, Aruba.

2016 - 2020

- Availability of seats, creation of flights and fares, market study to evaluate costs with respect to routes in common with other airlines, modification of schedules, where passengers should be notified of their changes through calls, emails and WhatsApp (always using the English language). The work was done remotely from home.

Sales / Customer Service representative. – INNOVA  
TELEMARKETING, USA.

2019 – 2020

Experience in sales in Spanish and English of medical plans and telephone Leads in the United States for individuals and insurance agents, in order to assure and increase sales. Parallel to the function of selling, I also fulfill the position in customer service, to provide attention to customers who have purchased any of our products. Work done from home.

Head of Sales – Teltonika Telematics, Lithuania.

2020 – Present

My role in this job is to manage a team to achieve the sales goals during the workday. I also must look for new clients, explain the functions of the GPS devices for fleets of vehicles and give presentation in the B2B mode. I must provide customer services to the clients that has already got some of our products. This job is for clients in the Caribbean islands, always speaking English.

## COURSES

HTML fundamentals course – September 2019.

ID Credential: #1014-15598020

<https://www.sololearn.com/Certificate/1014-15598020/pdf/>

CSS fundamentals course – November 2019.

ID Credential: #1023-15598020

<https://www.sololearn.com/Certificate/1023-15598020/pdf/>

JavaScript fundamentals course – December 2019.

ID Credential: #1024-15598020

<https://www.sololearn.com/Certificate/1024-15598020/pdf/>