ENRICO CALAMARO

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Professional Summary

Exhibiting a commendable sense of responsibility, coupled with exceptional interpersonal skills, I possess a robust capability to collaborate effectively within a team environment. Demonstrating patience and a helpful demeanor, I exhibit an excellent aptitude for performing under high-pressure scenarios and am readily available to invest extra hours as necessary.

As a Multifaceted Consultant, I am renowned for orchestrating seamless project execution, navigating through initial phases to successful completion. Regarded as polished and professional, I bring to the table a high level of proficiency in Information Technology. Noteworthy for consistently overcoming novel technical challenges, I specialize in discerning solutions that align with and exceed customer expectations.

Skills

- Analysis & Evaluation
- Team Leadership & Development
- Teamwork
- Self-motivated professional
- Critical thinking
- Flexible & Adaptable
- Responsible

Work History

01.2023 - Current

Associate Consultant
KeyPartners - Roma

- Developed recruiting strategies to identify qualified candidates and build network.
- Leveraged social media platforms and online job boards to advertise open positions and engage with potential candidates.
- Maintained filing system of current, prospective and future positions.
- Cultivated in-depth understanding of IT trends and hiring desires.
- Troubleshot issues by understanding issue, diagnosing root cause and coming up with effective solutions.
- Enhanced sales techniques and marketing plans to strengthen business development efforts.
- Boosted revenue by bringing in and cementing relationships with new clients and optimizing servicing of existing customer accounts.
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
- Developed short-term and long-term sales objectives and strategic

plans to meet market needs.

- Identified revenue opportunities by collaborating with distribution partners.
- Created vision and provided leadership for targeting larger prospects.

03.2021 - 12.2022

Consultant
Manpower - Experis - Roma

- Leveraged social media platforms and online job boards to advertise open positions and engage with potential candidates.
- Followed up with notable applicants sourced via industry-specific pipelines, events and job fairs.
- Operated and maintained applicant tracking and candidate management systems.
- Evaluated strengths and weaknesses of candidates through effective screening processes.
- Liaised with customers, management and sales team to better understand customer needs and recommend appropriate solutions.
- Initiated success of client's organization by improving performance, hiring practices and management systems.
- Supported clients with business analysis, documentation and data modeling.

10.2020 - 03.2021

Inside Sales B2B
EasyPark - Roma

- Developed strategic relationships with existing customers by learning preferences and managing regular communications.
- Collaborated with vendor representatives and company customers to set up optimal delivery schedules.
- Exceeded targeted sales goals through continuous pursuit of new sales opportunities and expert closing of customer deals.
- Collected information on sales and service issues to coordinate team-wide resolutions.
- Maintained up-to-date knowledge of available products to best serve customers and maximize sales potential.
- Helped customers locate products and checked store system for merchandise at other sites.
- Determined needs, delivered solutions and overcame objections through consultative selling skills.
- Emphasized product features based on analysis of customers' needs.
- Followed up with customers after completed sales to assess satisfaction and resolve technical or service concerns.

09.2018 - 10.2020

Sales Account Executive
Alleanza Assicurazioni - Roma

- Customized existing insurance programs to suit individual client needs by analyzing specific requirements.
- Sought out new clients and developed client relationships through networking, direct referrals, lead databases and cold calling.
- Quoted and calculated premium rates for policies, using rate book and calculator.
- Established payment methods for clients to facilitate customer payments and issue receipts.
- Analyzed retention, loss ratio trends and sales volume to identify areas

for improvement.

- Reviewed policy applications for errors and liaised with underwriters to facilitate quick completion of application process.
- Recommended type and amount of coverage based on analysis of customers' circumstances using persuasive sales techniques.
- Drove team revenue totals by bringing in top sales numbers.

Education

2020	Market Leader - B1, Wall Street English - Rome
2019	BULATS - B1, Wall Street English - ROme
07.2012	High School Diploma, F. Hegel - Rome

Additional Information

Cat. Protetta legge 68/99 - 49% Invalidità