



## About Me

Experienced BDR skilled in sales, technology, customer service, and client prospecting. Proven track record in driving revenue through strategic outreach and delivering tailored solutions. Eager to contribute in a dynamic team environment for mutual success.

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## Education

### Uniamérica

Tecnologist in Marketing  
2022 - 2024

### University of La Verne

Strategic Management and  
International Marketing  
2018 - 2018

### Universidade Estadual do Rio de Janeiro

Bachelor in Biological Sciences  
2012-2016

## Skills

- CRM Proficiency
- Full Cycle Sales Expertise
- Negotiation
- Outbound and Inbound Sales
- Excellence Collaborative Team Player

# ISABELLA VICTORINO

## Experience

### Program Partnership Leader Latam Nubimetrics (Buenos Aires)

Sept 2023 – Present

- Orchestrated partner strategies to exceed program goals.
- Developed policies for strategic alliances, driving market expansion and sustainable growth.
- Demonstrated expertise in presenting SaaS tools and orchestrating impactful digital events to drive demand and increase sales.

### Sales Executive Nubimetrics (Buenos Aires)

Oct 2022- Sept 2023

- Successfully generated sales through consultative approaches and impactful software demonstrations.
- Strategically identified customer challenges and aligned Nubimetrics' solutions to enhance ecommerce performance.
- Drove business growth by managing full sales cycles, from acquiring new clients to nurturing existing relationships.

### Inside Sales Consultant Descomplica (Rio de Janeiro)

Oct 2020- Sept 2023

- Enhanced customer engagement through personalized service.
- Facilitated sales conversions by addressing queries and overcoming objections.
- Implemented effective short-term after-sales strategies for customer retention.

### Internship Experience UK Bright Network (London)

Jun 2022- Jun 2022

- Spearheaded impactful projects, crafting innovative rebranding solutions for Nestlé's Kit Kat brand to boost consumer engagement and market competitiveness.
- Led discussions on forward-thinking sustainability strategies, optimizing operations in a dynamic internship focused on marketing, sales, and technology.

### Online Sales Volunteer

Aug 2020 - Dec 2020

#### Fundação Estudar (São Paulo)

- Drive sales of Foundation ESTUDAR's courses in socio-emotional and soft skills: Leadership, Emotional Intelligence, Career Decisions.
- Proactively prospect, qualify leads, and manage full sales cycle for exceptional customer experiences.
- Cultivate client relationships, resolve issues, and forge strategic partnerships to maximize course impact.

### Sales Operator

Nov 2018- Fev 2020

#### Atento (Rio de Janeiro)

- Managed sales of home internet, mobile, and landline plans, consistently exceeding targets and enhancing customer satisfaction.
- Prospected and acquired new customers through effective presentation of tailored service packages.
- Handled order issuance, budget preparation, and resolved customer inquiries promptly to ensure seamless transactions.