

ANA MARÍA ALBARRACÍN NOREÑA

B2B Sales Executive

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WORK EXPERIENCE

Sales Executive

Meico Solar

📅 May 2024–Present 📍 Bogotá, Colombia

- Comprehensive commercial management: prospecting, needs identification, quotation, strategic follow-up and sales closing with post-sales support.
- Relationship visits in Bogotá and the Coffee Region to strengthen ties with current and potential clients.
- Searching for new commercial opportunities based on big client data analysis in the sector, with structured follow-up and strategic approach proposals.
- Market analysis and CRM maintenance to identify opportunities.

Commercial Technical Advisor

Olaflex SAS

📅 July 2022–May 2024 📍 Bogotá, Colombia

- Sales management of polyurethane products, including client visits and follow-up.
- Custom development proposals according to client's end use, including technical plant support, performance testing and personalized solution formulation.
- Marketing plan development and budget projections.
- Export coordination, legal and customs documentation management.

Commercial Advisor

Química MG

📅 January 2022–July 2022 📍 Bogotá, Colombia

- Participation in tenders and engineering projects.
- Commercial proposal development and client follow-up.

Project Manager

Grupo Coral SAS

📅 January 2020–August 2021 📍 Bogotá, Colombia

- Technical-commercial proposal development for public and private sector clients.
- Support in tender processes and new business development.

EDUCATION

Master's in Chemical Engineering

Universidad Nacional de Colombia

📅 2023–Present 📍 Bogotá, Colombia

Thesis work in progress: Comparison of multi-criteria methods for selection of CO capture and application technologies in high emission contribution industries. The project integrates technologies such as amine absorption, membranes and solid adsorption, evaluated through tools like AHP, TOPSIS and Fuzzy TOPSIS.

Chemical Engineering

Universidad Nacional de Colombia

📅 2013–2019 📍 Bogotá, Colombia

Thesis work: Comparison of catalysts for plasma hydrolysis for food purposes. Solid training in chemical processes, quality control and physicochemical analysis. Developed practical experience in the fragrance industry, including sampling, SAP and batch release.

COMMERCIAL SKILLS

Commercial Management ●●●●●

B2B Negotiation ●●●●●

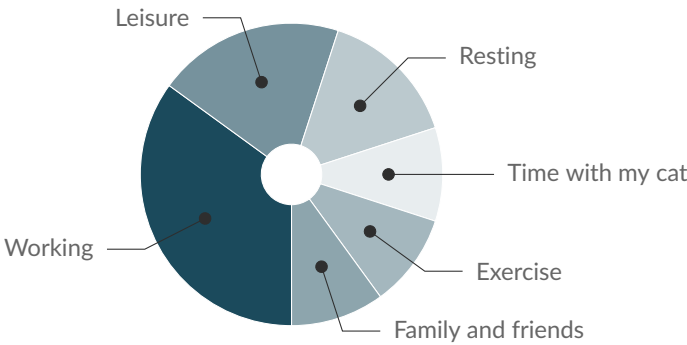
Commercial Prospecting ●●●●●

Market Analysis ●●●●●

TECHNICAL SKILLS

SAP & Office Technical Analysis
Technical Support Exports & Customs

A DAY IN MY LIFE



REFERENCES





Daniela Perdomo Morales, Commercial Executive, Biopolar
📞 +57 313 8653659

Juan David Tuta Botero, Engineering Director, Abatech
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LANGUAGES

Spanish ●●●●●
English ●●●●●

INTERESTS

-  **Professional Development**
Reading about commercial trends, industrial sustainability and new energy technologies.
-  **Animal Welfare**
Pet care and support for animal protection causes.
-  **Sustainability**
Interest in renewable energy, carbon capture and sustainable industrial processes.
-  **Networking**
Participation in commercial events, industrial fairs and professional communities.