

Contact

www.linkedin.com/in/robertomorlap
(LinkedIn)

Top Skills

Management

Product Management

Strategy

Roberto Morla Porras - MIB

International & National Industrial Sales Executive at Aditivos y Alimentos S.A., Adilisa
Guayaquil, Guayas, Ecuador

Summary

I manage International Sales of additives with value-added (core business) and animal feed in assigned countries for Adilisa Holding Group. Currently, we are present in more than 25 nations. In addition, I handle all the sales administration of National Industrial accounts.

I am constantly searching for new territories to open around the world.

- Would you be interested in being an exclusive distributor of our solutions in your country or region?
- Do you want to gain value and differentiate yourself from the competition, using prevention and value-added products for the nutrition of your animals as self-consumption?

I handle a portfolio of more than 250 value-added solutions for all species:

- Poultry line
- Livestock Industry
- Swine Industry
- Fishing Industry-Rendering

Contact me:

www.adilisa.com
rmorla@adilisa.com

Experience

Aditivos y Alimentos S.A., Adilisa
International & National Industrial Sales Executive
October 2020 - Present (1 year 11 months)
Guayaquil, Guayas, Ecuador

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Somos Vita S.A.

Sales and Marketing Manager / Chief of Staff

March 2019 - March 2020 (1 year 1 month)

Guayaquil, Guayas, Ecuador

Managing the Sales Department of four divisions: Agriculture, Aquaculture, Plastic and Water.

Poli Music S.A.

Production Manager, Coordinator, CEO Assistant

January 2018 - April 2018 (4 months)

Guayaquil, Ecuador

Musical and festival events producer. Organized accounting system. Project management, execution, planning and quality control.

Importadora Bohórquez

Assistant Product Manager

February 2013 - January 2015 (2 years)

Guayaquil, Ecuador

Supported management in import/export department and the sales/stock products department. Managed shipment processes, product stocks, sales and marketing strategy for children and medical supplies products.

Congelados Ecuatorianos S.A.

Assistant Product Manager

January 2012 - December 2013 (2 years)

Guayaquil, Ecuador

Reported directly to product manager. Oversaw planting of all fruit and vegetable products. Liaised with California distribution firm; managed process and stock.

Education

Hult International Business School

Master of International Business (MIB), Business / Strategy /
Marketing · (2017 - 2018)

Blue Hill College

Bachelor in Business Administration, Business Administration · (2013 - 2016)