

# RAQUEL INES GABRIE BLANDON

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## SUMMARY

A driven and team-oriented professional based in Vilnius. I pride myself on a strong work ethic, meticulous attention to detail, and proactive communication. I am excited to contribute to Tesonet's success and eager to continuously learn and expand my expertise.

## PROFESSIONAL EXPERIENCE

### Self-Employed

Vilnius

#### Investment Portfolio Management

2023.07 - Present

- Employ active stock picking strategy on US equities based on macro-economic environment that I learn about by following the news
- Execute cross-asset diversification by changing weights from equities to fixed income
- Returned 25% annualized

### Brooklyn Bark, LLC

New York City

#### Business Development Associate

2022.03 - 2023.07

- Trusted with onboarding of all new inbound clients for the company after I achieved the lowest turnover rate on the team and successfully retained approximately 90% of our clientele
- Managed relationships with existing clients through high quality communication, fostering long-term partnerships
- Developed marketing materials as part of the company's strategy
- Successfully pre-qualified and closed over 30 clients, guiding them through the entire sales cycle, from initial contact to final stages, by leveraging in-depth knowledge of the company's services. This effort ultimately led to becoming the top performer

### Pet Care Specialist

2020.06 – 2022.3

- Specialized in training dogs for leash behavior with positive reinforcement techniques
- Became a top performer in the company for long-term and overnight pet care
- Passed 7 certifications both on pet handling and medical aid

### Rent The Runway

Jersey City

#### Team Training Lead

2019.01 – 2020.06

- Trusted to train the team of 20-25 people to use industrial hardware equipment
- Created initiative for enhancing the safety protocols and PPE requirements on the site, helping to reduce accidents and the quality of environment
- Responsible for personnel onboarding and equipment allocation

### Operator

2018.01 – 2019.01

In addition to my regular duties, I acquired expertise in debugging industrial machinery with the support of engineers, which enabled me to advance quickly within the team

## EDUCATION

Hudson County Community College | Higher Education

Nursing

## SKILLS

Microsoft Office Suite | Excel, Word, PowerPoint

Intermediate

## LANGUAGES

Spanish

Excellent, C2

English

Excellent, C2

Lithuanian

Basic, A1