

# Aldo Munaretto

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## Personal Statement

I am a comprehensive professional with a bachelor's degree in Chemistry with 9+ years of experience in the commercial world, oriented to the achievement of objectives and to establish long-term commercial relations. The diversity in the portfolio of products and clients served, has given me versatility that allows me to adapt to the needs of the situation to face. I have analytical skills and the ability to solve problems, even under pressure. Excellent interpersonal relationships, responsible, dynamic and proactive. I have the ability to work in teams both inside and outside the office. Always willing to learn new things and to fulfill my goals in the personal and work.

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## Working Experience

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***Distribuciones Industriales y Científicas SL.*** \* February 2017 – currently \* Madrid, Spain

### ***Commercial Delegate***

- Commercial Delegate of scientific and laboratory material
  - Manage the needs of the company's customers regarding chemical and microbiological reagents; instrumentation and scientific equipment; laboratory furniture and equipment; products for the fields of: molecular biology, pathological anatomy and phytopathology.
  - Prospection and increasing of the client portfolio.
  - Analysis of the competition and customer loyalty.
  - Implementation of the business plan of the company.
  - Planning and execution of offline / online marketing campaigns.

***Pielagos Comunicaciones S.L.*** \* April 2016 – December 2016 \* Madrid, Spain

### ***Commercial Advisor***

- Commercial Advisor in Telecommunications
  - Commercial of physical and virtual PBXs for business telecommunications.
  - Cross selling of other products and services offered by the company (video surveillance cameras, biometric access controls, etc.).
  - Loyalty and maintenance of the client portfolio.

***Grupo CMC*** \* August 2015 – October 2015 \* Madrid, Spain

### ***Telemarketer***

- Telemarketer in Call Center for Clients of Ono's portfolio.
  - Commercial in the service Click to Call for Vodafone TV campaign (soccer package).
  - Cross selling of other products and services offered by Vodafone.

**Securitas Direct S.A.U.** \* April 2015 – August 2015 \* Madrid, Spain

**Security Expert – Senior**

- Door to door salesman and installer of Verisure alarm systems.
  - Explain and demonstrate the functions of the equipment offered by the company, focusing on customer needs and competitive differences with the competition.
  - Installation of the equipment.

**Corporación Technipore, S.A.** \* April 2008 - May 2015 \* Valencia, Venezuela

**Account Executive**

- Venezuelan Central Region Sales Executive for Corporación Technipore, S.A. distributor and dealer partner of Merck Millipore, Beckman Coulter, Hygiena, Formulacion, Ocean Optics & others; see: <http://www.technipore.com.ve>.
  - Sale of polymer filtration membranes and laboratory equipment for pharmaceutical industries, food and beverage industries, universities and research institutes.
  - Be involved in direct filtration and downstream process filter selection and sizing, process optimization and process validation activities associated with biopharmaceutical and water treatment processes.
  - Perform in-house and on-site bench-scale experimental work such as sterile membrane filtration, depth filtration and tangential flow filtration trials.
  - Collaborate with and provide technical support to customer process development groups.
  - Increase the number of accounts on the company.
- Chemistry- related technical support for use of the products we sell.
- Areas of Knowledge Involved: Industrial Filtration (Water & Products), Membrane Filtration Microbiology, Particle Characterization, Process Monitoring.
- Industries Involved: Pharmaceutical, Veterinarian, Food & Beverages, Petrochemical, Universities and Research Institutes.

**Windar Inc.** \* August 2003-March 2007 \* Winter Springs FL, USA

**Co-Founder & COO**

- Company dedicated to import and distribute wines in the State of Florida from suppliers: Azienda Vinicola Dal Maso (Montebello - VI) and Cantine Lenotti (Bardolino - VR). Responsible for the operations of wine's nationalization, as well as the interaction with customers.

## **Extra-Academic Formation**

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Grupo de Apoyo para el Desarrollo Estudiantil – Supporting Group for Students' Development – **GADE (Universidad Simón Bolívar)**: courses on personal communication, leadership, group management, cooperation and team work. Work as a volunteer in the reception of new students in the university and later advise them in their first years of study.

## Volunteering

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FEDECAMARAS Carabobo - Federation of Chambers and Associations of Commerce and Production in Venezuela sectional Carabobo (October 25-28, 2000): Responsible for logistics and relationship with sponsors in the National Assembly of Regionals FEDECAMARAS 2000.

## Education

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2004	<b>B.S. in Chemistry</b>	<b>Universidad Simón Bolívar</b> Caracas, Venezuela
2018	<b>Master in Business Intelligence</b>	<b>Universitat de Barcelona</b> Barcelona, Spain

## Skills

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- Commercial awareness.
- Negotiation and persuasion.
- Problem solving.
- Proactive.
- Organized.
- Self-motivated.
- Languages: Spanish, English (Computer Based TOEFL: 253 / Jan 2004) and notions of Italian & German.
- Proficient in the use of Microsoft Windows, MacOS, Linux and Microsoft Office.