

ANA LUISA URIBE



ABOUT ME

With nearly 8 years of experience in customer service and sales, plus 5 years in technology, I bring a lot to the table.

I am known for my perseverance, being resourceful, and picking up new skills fast, which has helped me handle challenges well. Proactively dealing with issues and working smoothly with a team are my strong points. My background in psychology shows I can adapt to new challenges and find solutions efficiently.

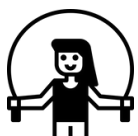


CONTACT ME

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INTERESTS



ROPE
JUMPING



CODING



WRITING



EDUCATION BACKGROUND

2011 - 2016

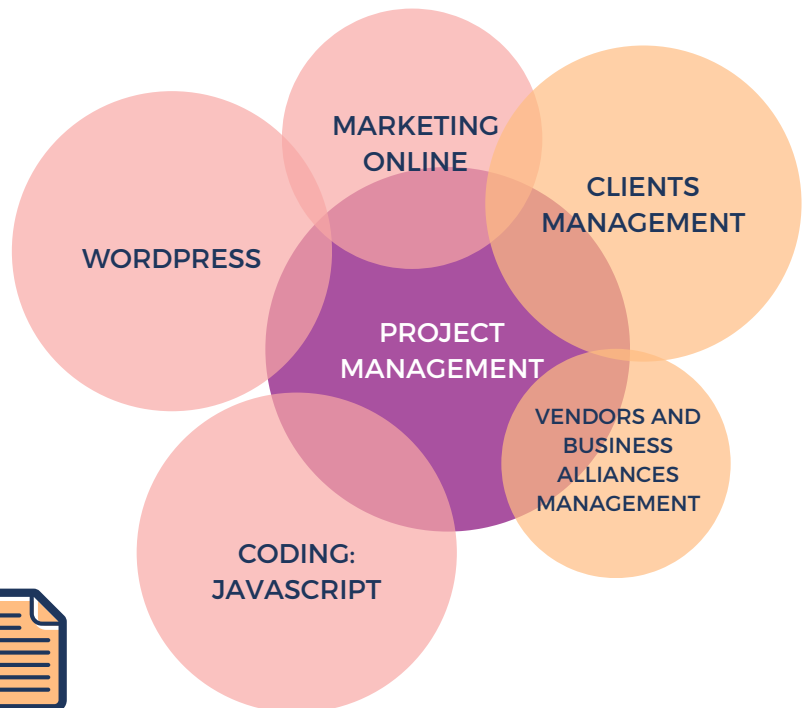
University of Belgrano
Psychology

1996 - 2010

Humboldt German School of Guayaquil
Bachelor's in Business



SKILLS





MORE ABOUT ME

I have always been passionate about psychology and mental health. Initially, I studied psychology to understand myself, but ended up discovering tools to responsibly care for the emotional well-being of others



WORKING EXPERIENCE

QUIMGLOBE JULY 2021 -

Marketing and Sales Representative:

- Development of online marketing strategies involving mailing, Whatsapp, Hubspot, FacebookAds,
- Social Media Management
-

PLAZAECUADOR PEELEZETA NOV 2020 - MARCH 2021

Sales Representative:

- Conception of new packages to sale accordingly to the market. We had a \$6000 contract for 24 months. I created a 6 months package and a monthly fee one,
- Creation of protocols for possible business partners: Marketing, resellers and sponsors.
- Development of digital sales strategies. Whatsapp and Mailing with infographies and personalized messages
- Tools used: Bitrix24 and GetResponse

KLUVO.TECH SEPT 2020 - (ON GOING)

Project Manager - Founder

- Web Development, apps and CRMs configurations.
- o www.cervezabajamar.com
- o www.kluvo.tech
- Asesorías Digitales en E-Commerce

CONTROL I.Q. NOV 2018 - JULY 2020

Project Manager / Sales Representative:

- Strategic and development of new parallel but alternative products, The original product was an access control system but it was targeted to gated communities. I proposed a building and office control system, because of all the data I collected from my field work.
- Update pricess of product accordingly to the market.
- **Development Team:** Product Owner on the development of new products.
- **Other:**
- Contracts ellaboration, payment collections.
- Alliance care with Banco Guayaquil.
- Vendors management and payment
- Suppliers Search

KINDERZENTRUM (N.G.O) MAY 2018 - NOV 2018

Assistant Manager:

- Cashier
- Patients and family support
- Appointment Management

MERCAFÁCIL (OWN ENTREPRENEURSHIP) AUG 2017 - MAY 2018

Founder:

- Products Adquisition
- Vendors Search
- Client Care
- Delivery Management



WORKING EXPERIENCE - ARGENTINA

MYPLACE HELADERIA - RESTOBAR MAY 2018 - NOV 2018

Manager Assistant:

- Management of production and stock of two stores
- Shift Supervisor and customer support
- Cashier

VEIKKO HELADOS & CAFÉ MARCH 2015 - MAY 2016

Waitress / Store Manager / Human

Resources:

- Customer Support
- Store Manager and Cashier

Human Resources:

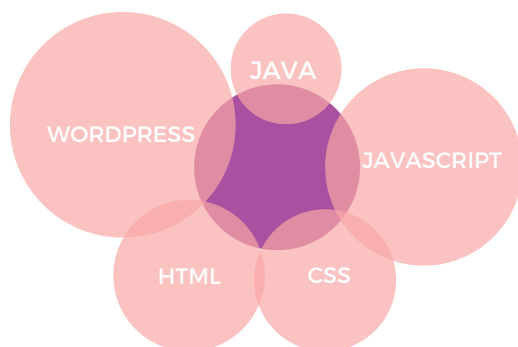
- Training of new staff members
- Assistant in job interviews

LANGUAGES

- Spanish (native)
- English (advanced)
- German (beginner)



CODING



DIGITAL TOOLS

- Bitrix24
- FacebookAds
- Hubspot
- Contífico
- Kommo (amocrm)
- Especialista Mailer Lite
- Canva



WORK
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