

Anibal Cuevas

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Skills

- JavaScript | TypeScript | React | Git | HTML | CSS | Tailwind
- Frontend | Backend | Full-Stack | English, Spanish– *Both professional proficiency*
- Sales Management | Google IT Foundations Certified | Google Cybersecurity Foundations Certified

Experience

Market Development Manager	<u>Nokia / 2020 Companies</u>	03/2024 - Current
<ul style="list-style-type: none">• Oversee a 400-store account as Market Development Manager, consistently achieving exceptional sales performance and currently ranking #1 overall in quarterly sales.• Build and maintain strong relationships with store managers and employees, fostering a collaborative environment that drives sales growth and enhances customer satisfaction.• Train and develop employees on product knowledge and sales techniques, conducting in-store demonstrations and online workshops to boost team effectiveness and product engagement, which resulted in hitting over 120% to goal.• Organize and execute company events and promotional activities, increasing brand awareness and customer interaction.• Lead online training workshops to equip staff with the necessary skills and knowledge, ensuring consistent and high-quality customer experiences across all locations.		
Field Sales Manager	<u>Samsung / 2020 Companies</u>	01/2023 - 01/2024
<ul style="list-style-type: none">• Achieved national recognition, ranking #7 in the Samsung Elite program, highlighting exceptional sales performance and product knowledge.• Developed and executed effective sales strategies that led to significant increases in market share and revenue growth, demonstrating strong strategic thinking and problem-solving abilities.• Managed a 60+ store account for a major wireless company, ensuring consistent sales performance and fostering strong relationships with store managers and staff. Ensuring merchandising at key locations for optimal visibility and driving sales.• Conducted thorough market research and competitor analysis to identify emerging market trends and business opportunities, showcasing strong analytical and research skills.		
Account manager for Tech Startup	<u>Shiftkey</u>	05/2022 - 01/2023
<ul style="list-style-type: none">• Conducted measured outbound calls, engaging in a high-volume of 200 calls daily, as part of the sales and account management team at ShiftKey, a dynamic tech startup specializing in Software as a Service for medical facilities.• Played a pivotal role in driving business growth by actively selling software applications, setting up product demonstrations, and securing appointments, contributing to the overall success and expansion of ShiftKey's innovative solutions in the healthcare sector.		

Education

Coding Bootcamp	<u>Nucamp Coding Bootcamp</u>	06/2023 - 01/2024
<ul style="list-style-type: none">• Front end bootcamp focusing on HTML/CSS, Javascript, React.		
