



São Paulo - Sp



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Languages:

- Portuguese: Native
- English: Intermediate

JOÃO VITOR CONCEIÇÃO

SALES EXPERT

4 years of experience in sales, working with software, applications, legal services, real estate, and retail clients.

I don't sell products — I sell solutions. It's about understanding what the customer truly needs and delivering exactly that.

And when the need isn't clear? I create it — and then I sell the solution.

Today, I'm fully qualified to sell any type of product or service.

SKILLS & KNOWLEDGE

- Python · Java · CSS · HTML5
- Advanced Computer Skills
- Advanced Sales Techniques
- IT Management (Currently Studying)
- Purchase Demand & Inventory Control
- Sales Methodologies: SPIN Selling, BANT, Sandler

WORK EXPERIENCE

- E-Trust

Junior Account Executive

📅 2024 – Present

Responsible for managing client accounts and supporting the full sales cycle in the IT security sector.

BDR / SDR (Business Development Representative / Sales Development Representative)

📅 2024 – Present

Prospecting new business opportunities, qualifying leads, and supporting the sales pipeline through strategic outreach and CRM management.

- Cellairis

Retail Sales Associate

📅 2023 – 2024

Provided personalized customer service and product recommendations in a fast-paced retail environment.

- Eclipse

IT Support Specialist

📅 2020 – 2023

Provided technical support, performed system maintenance, and handled computer repairs for residential and business clients.

Sales Consultant – Legal and IT Services

📅 2020 – 2023

Offered tailored solutions in legal and IT service sales, combining technical knowledge and client needs assessment.