

TARLES.PRADO

AGE: 33

OBJECTIVE

Sales Management or Sales Analyst

SKILLS

- Strong negotiating and networking skills
- Personable, motivated, enthusiastic
- Proven ability to gain account loyalty
- Excellent closing skills
- B2B and B2C sales experience for large accounts
- Post Sales

PROFISSIONAL

UNIDATA AUTOMATED System

Sales Executive

Develop Business opportunities and expand product plan and execute presentation of products to direction and Stakeholders, negotiation of price and prepare of budgets.

Sales of Software for large companies like Logistic and Transport generally companies that has gas station for the supply of own fleet

ÉBANO IT TECHNOLOGY

Sales and Marketing Management

Develop Business opportunities and expand product plan and execute presentation of products to direction and Stakeholders, negotiation of price and prepare of budgets

- Responsible for developing new areas of attracting business, working in contact with customers, focusing on capturing requests and follow up their needs
- Experience in developing business proposals and presentations of new products to customers and prepare management reports with the results of the sales team, looking in direction to the constant results;
- I let the sales sector \$10 million of budgets it enabled the company one new contract of representation service with another company 3 times more at the same branch

Sales and Projects participation (Sugarcane Industry and Mining)

Automated fuel control

- Sugarcane Industry
- Group Coruripe made up 5 Sugarcane Industry
- Group Olival Teno rio-Sugarcane Industry

- Sugarcane Industry- Bioaroeira
- Sugarcane Industry- Bambuí
- Group CBAA-Sugarcane Industry
- Group São Martinho made up 4 Sugarcane Industry
- Mining -LGA
- Fiat Industry Automotive-Betim- multinational
- Group Renuka-Sugarcane Industry- multinational
- Mining CBMM- Niobium Technology- multinational
- Group Bunge made up 8 Sugarcane Industry- multinational
- Hydroelectric Energy Santo Antônio is the concessionaire responsible for building and operating the Santo Antônio Hydroelectric Plant – one of the first □ major Growth Acceleration Program (PAC) by Government

Participation Bidding Process (Automated fuel control for Large fleet)

- State of Manaus (Petrol Equador)
- State of Minas Gerais (The biggest bidding to automated fuel Control in Brazil)

FACCHINI SA (ROAD EQUIPMENT)

Sales and Customer Service

- B2B and B2C
- Customer Service for Parts Aftermarket and Sales
- Customer Portfolio Management
- Wholesale
- Network extensively with clients to build successful business relationships
- Customer Service Large Account Management like Coca Cola Company, Ambev, Correios, Pepsico, Bunge etc.

EDUCATION

POST GRADUATE COURSES (SPECIALIZATION DEGREE)

- **Project Management Institute _PMI** (The Pontifical Catholic University of Minas Gerais – at PUC 2013)
- **Social Responsibility** (The Pontifical Catholic University of Minas Gerais- at PUC 2008)
- **Customer Service** (Getulio Vargas Foundation- at FGV 2010) Extension Course
- **Technician** Electronics Technician- at Senai ,2002

Degree Course

- Social Communication Publicity and Marketing (University of Uberaba, at Uniube 2006)

IDIOM

- English-Intermediate /Advanced (Nzios- Institute of Studies Auckland, New Zealand) I lived in Auckland, New Zealand between 2013/2014. www.nzios.ac.nz . Exchange
At the moment I've been studying to IELTS exam (International English Language Testing system) at British Council.
 - Some words in Chinese
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SOFTWARE

MS Office - advanced
Internet- advanced
Postgresql/LogMein-basic
MS Project – Intermediate

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- Google Trends/Google Adwords- Basic
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INFORMATION

Participation in Project Disposal for Reverse Logistics National Solid Waste
focusing on electronics new agreement Law No. 12,305 / 10 Reverse Logistics

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