


Francisco Tarud

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Miami Beach, FL 33140
(305) 934 – 9550
www.tarud-design.com

Skills

- Passionate
- Focused
- Creative
- Hard Working
- Responsible

Education

Miami International University of Art & Design (Art Institute)

Graduating December 2017

- Graphic Design
- Advertising

Experience

Executive Sales Director (June 2011– Current)

Responsible for producing incremental revenue by building customer plans, developing marketing strategies and penetrating various levels of customer management.

- Responsible for selling, closing and expanding current customer base.
- Managing relationships with suppliers and vendors.
- Graphic Design Development.
- Revise Sales Associates performance and strategies.
- Monthly and Quarterly meetings with Board.

Sales Representative (June 2010 - June 2011)

Responsible for Florida and Caribbean territorial sales.

- Increased Florida territory by 33% in 12 months.
- Expanded Customer base by 11%.
- Raised frequency of purchase orders by 40%.

Warehouse Manager (August 2008 - June 2010)

Responsible for incoming and outgoing merchandise, as well as organization and accountability of warehouse.

- Creating shipping documentation for carriers and customs.
- Organizing the moving and storage of boxes and pallets.
- Ensuring that delivery vehicles are unloaded and loaded safely.
- Creating a positive, pro-active team mentality.