

# Cipriano González Pérez



**Job Title**  
Gerente

**Age**  
25 to 64 years

**Highest Level of Education**  
Maestría

**Social Networks**



**Industry**  
Ventas

**Organization Size**  
Trabajador independiente

## Preferred Method of Communication

- Phone
- Email
- Face-To-face

## Tools They Need to Do Their Job

- CRM Software
- Email
- Reporting Software
- Employee Scheduling Software

## Job Responsibilities

Prospección de clientes corporativos, consolidar la presencia de la marca

## Their Job Is Measured By

Número de ventas al mes

## Reports to

Director

## Goals or Objectives

Lograr acuerdos de largo plazo con clientes, fidelizar a los clientes

## **They Gain Information By**

Cursos en línea y conferencias

## **Biggest Challenges**

- Navigating Client Relationships & Communications
- Employee Morale
- Communication
- Problem Solving & Decision Making