



# JULIAN PETRINI JÄGGLI

## FRONT END SALES

### / ABOUT ME

- Swiss Citizen
- Experienced project leader and communicator
- Sales B2B & B2C
- Content creator
- Junior front-end developer
- Fluent in English (FCE) and Spanish (Native), German (B1)

### / COMPETENCIES

■■■■■	HTML
■■■■■	CSS
■■■■	Javascript
■■■	PHP
■■■	SQL
■■■■■	LARAVEL
■■■■■	FIGMA
■■■■■	Adobe Premiere Pro
■■■■	Adobe Photoshop

### / CAREER RESUME

#### >> Freelance Content Creator

##### Present

With over 10 years of experience in the field of finance and retail, I have also developed skills in the audiovisual and technological fields. I have worked on projects of different magnitudes, from small to large, and have scaled into leadership roles such as project manager and sales in comprehensive network identity projects. My video editing skills and knowledge of HTML and CSS have allowed me to provide creative and quality solutions to our clients. Additionally, I have a natural ability for sales, which has enabled me to close deals and establish long-lasting relationships with customers.

#### >> Frontend Developer Internship

Opportunity Zürich | 01. 2022 to 10. 2022

- Completed a 1,023-hour practical web development training program at Opportunity Zürich.
- Acquired skills in web development, including creating static and dynamic web interfaces using technologies like HTML5, CSS3, Bootstrap, and Javascript.
- Collaborated in a team and communicated effectively in project implementation.

Passionate about front-end design and the ability to develop creative solutions.

#### >> Store Manager

Uni Office | 10. 2017 to 08. 2021

- Oversaw all aspects of store operations as the Store Manager
- Managed online campaigns to drive sales and engagement
- Ensured excellent customer service

#### >> Sales - Customer Service

Citibank | 02. 2014 to 06. 2017

- Analyzed and collected customer information to prepare product or service reports. Provided accurate and appropriate information to answer questions, troubleshoot issues, and resolve complaints.
- Depth knowledge of banking products and services. Due to excellent social and interpersonal skills consistently met and exceeded monthly sales and service goals.

#### >> Customer Service

Spar - Franke | 10. 2013 to 01. 2014 ( fix- term contract )

- Provided exceptional client service via email and online chat utilizing digital technology. Collaborated cross-functionally with sales staff to resolve customer service issues and fulfill specific requests.

#### >> Analyst

GRS | 09. 2011 to 09. 2013

- Marketing actions monitoring specialist in B2B clients. Ensured proper execution of merchandising campaigns. Organized a team of external merchandisers, visited branches to develop reports, and worked closely with section managers to ensure an effective showcase of our products in the supermarket chains such as Walmart and Carrefour.



## / LINKEDIN LEARNING & COURSERA 2023

### >> Foundations of User Experience (UX) Design

an online non-credit course authorized by Google and offered through Coursera

**Skills:** User Experience (UX)

### >> Foundations of Project Management

an online non-credit course authorized by Google and offered through Coursera

**Skills:** Project Management · Communication

### >> B2B Sales Foundations

LinkedIn Learning

**Skills:** Sales Strategy · Business-to-Business (B2B)

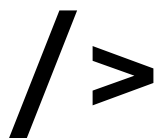
### >> Artificial Intelligence: How Project Managers Can Leverage AI

LinkedIn Learning

**Skills:** Project Management · Artificial Intelligence (AI)

## / OTHER INTERESTS

- I enjoy **running** as it helps me stay active and energized.
- **Writing** is a passion of mine, allowing me to express my creativity and share ideas.
- Music is an integral part of my life, and I love playing guitar and composing songs in my free time.
- I am constantly seeking opportunities to learn and expand my knowledge in my professional field and areas of interest.
- I take pleasure in connecting with new people and learning from their experiences and perspectives.



### >> Video producer

BW | 03. 2011 to 09. 2011

- Audiovisual producer for the Leo Messi Foundation, an NGO called "Por un Buen Camino" among other cultural events.
- Responsible for planning, camera recording, and material editing.

### >> Sales

Citibank | 05. 2010 to 03. 2011

- Marketing actions monitoring specialist in B2B clients. Ensured proper execution of merchandising campaigns. Organized a team of external merchandisers, visited branches to develop reports, and worked closely with section managers to ensure an effective showcase of our products in the supermarket chains such as Walmart and Carrefour.

### >> Sales | Customer Service

Ge Money | 04. 2007 to 12. 2007

- Provided customer service, offering solutions for credit card issues and insurance sales.
- Followed up with delinquent clients, implementing payment plans and payment options in the Collections area.

## / EDUCATION HISTORY

### >> U.T.N (Universidad Tecnológica Nacional - Argentina)

APM (Agente de propaganda medica) Class of 2014

Depth training in the Pharmaceutical Industry, including marketing and sales tools, with experienced teachers. Finished top of the class

### >> CODERHOUSE Academy

Front - End web development | March 2021 - May 2021

- > Developed skills in HTML and CSS for creating websites from paper prototypes
- > Learned to use tools such as GIT and SASS to optimize website performance
- > Applied Bootstrap to projects to enhance design and user experience.

### >> Opportunity Zürich

Web developer Simplon Program | 01. 2022 to 10. 2022

- > 1023-hour practical web development training program at Opportunity Zürich.
- > Acquired skills in web development, including creating static and dynamic web interfaces using technologies like HTML5, CSS3, Bootstrap, and Javascript.