

INGRID NATALY ALVARO ASPILLAGA

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Bachelors degree in Service Management from Universidad de Piura | Campus Lima.
The practical - theoretical training received allows me to plan, organize, direct and control activities with criteria, order and initiative. Facility to work in equipment and flexibility to adapt to the changes. Strong ethical and moral training.

WORK EXPERIENCE

RICOH DEL PERÚ

MB Business Consultant

March 2018 – Currently

Responsible for attending customer requirements of Medium Business segment, as well as generating new leads. Increase the database and sales in the assigned fields. Renew customer's current contracts.

SB Business Consultant

October 2017- March 2018

Responsible for creating a database of the Small Business segment and generating sales opportunities for the different technology solutions in the portfolio, tracking and responding to new requirements of assigned accounts to achieve renewals of current company contracts.

SOFTLINE

April 2015 – September 2017

Sales & Marketing Assistant

Issuance of sales reports and margin by product line for local and regional management, responsible for preparing and updating the forecast, follow-up of collections. Assign sales opportunities and activities to business executives in CRM, data update in CRM. Responsible for the management and planning of corporate events of demand generation, business acceleration and customer loyalty, focusing on the principal technology brands we represent (Microsoft, Huawei, Oracle, VmWare, among others) as well as internal integration and / Or festivities. Control of the warehouse and merchandising stock, negotiation with suppliers.

LABORUM

September 2013 – March 2015

Employability Assistant

Research for the planning and execution of the different projects in the area. Control and update of databases. Support and coordination of the various labor advisory services. Responsible for coordinating with clients for the launch of digital projects and subsequent reporting. Conducting sales presentations as well for corporate events. Making presentations for the General Management.

Support to the Service and Customer Service area (3 months) assisting users of Laborum.pe portal through the use and control of the back office.

LUMNI PERÚ

March 2013 – August 2013

Operations Intern

Responsible for the promotion of the entity within universities. Service to the student, training and orientation, control and management of processes of selection of applicants to the financial system Lumni. Carrying out of contract financing training, advice and follow-up. Coordination with educational institutions and execution of work plans with

them. Control and management of the information of applicants through the use of the back office. Support in presentations for institutional events.

UNIVERSIDAD DE PIURA | CAMPUS LIMA

August 2012 – December 2012

Commercial Assistant

Telemarketing activities, field work on and off campus, support in the planning and logistics of events, training of work teams and supervision of the same. Control of merchandising inventories. Management of databases.

ACADEMIC TRAINING

- Programa Especializado en Gestión de Marketing July 2016 – December 2016
Escuela de Postgrado UPC
Diplomaed
- Service Management 2010 - 2014
Universidad de Piura | Campus Lima
Bachelors Degree

OTHER STUDIES

- ISIL 2016
Digital Marketing Module
- Universidad de Piura 2014
Seminary: Theory of Human Action
- PAD Escuela de Dirección Universidad de Piura 2014
High Potential Programm
- AIESEC / Universidad de Piura 2011
I Day of Professional Development

OTHER KNOWLEDGES

- Microsoft Office
- CRM Microsoft Dynamics
- Bizagi
- Wordpress

LANGUAGES

- English Advanced-Fluent Level
- German Intermediate Level
- Italian Basic Level
- French Basic Level

OTHER ACTIVITIES

- Member of talent management team, intervention leader, intervention monitors, voluntary – Colectivo Voluntarios REBA (2014 - 2015)
- Service, cooking and event organization practice in Universidad de Piura | Campus Lima (2012 – 2013)
- Team Coordinator- Teletón (2012 – 2013)

REFERENCES

On request.