



OBJECTIVE

I'm a brazilian jornalst, Portuguese as mother tongue, fluent in English and Spanish. As a journalist in Brazil, I worked in different areas within the profession, acquiring a solid foundation in sports and international branches, mainly on issues related to Israel and the Middle East. In Israel, I worked with sales in all of those languages. My latest works include one in which I had the opportunity to be one of the founding workers, taking care of the retention department of a regulated broker to Brazil and helping with the conversion and marketing as well. Before that, I worked as a sales and media manager in a criptocurrency startup which aimed to use the world of sport as a platform to promote its currency. In the previous jobs, I worked and helped in all sectors related to sales in the company I were: conversion, retention, customer service, closing department and training new agents for the job. In one of them, I received a Certificate of Excellence. I proved to be a talented and goal-driven salesperson with record of meeting and exceeding sales target, strong communication, and problem-solving skills, as well as a background of hands-on team management.

SKILLS

- Sales
- Retention
- Conversion
- Financial Market
- Telemarketing
- Research
- CRM
- Leadership
- Teamwork
- Costumer Service
- Communication
- Microsoft Office/G Suite

LANGUAGES

- Portuguese | Native
- English | Advanced
- Spanish | Advanced
- Hebrew | Intermediate

CONTACT INFORMATION

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SALES ESPECIALIST/SALES MANAGER

Daniel Benjamin Barenbein

EXPERIENCE

SALES REPRESENTATIVE OCT 2023 - PRESENT
MEMO GLOBAL. JERUSALEM.

FINANCIAL SALES SPECIALIST JUN 2022 - JUL 2023
VC TRADE. RAMAT GAN, ISRAEL.

I started with the company (a regulated one for Brazil) acting as a portuguese retention agent. I was the responsible for the newsletter, as well as helping with the conversion sector, and because of my training as a journalist, with the marketing sector at times as well (including being the "youtuber guy" for the broker channel). Sales were carried out both by phone, whatsapp and email, as well as many times in face-to-face meetings through Zoom and other mechanisms, and I showed skill in both styles. The targets of Volume were constantly reached, and sometimes even dobled. I also had the responsibility to teach clients how to trade and organize instructional webinars for them.

INTERNATIONAL OPERATIONS MANAGER AUG 2021 - APR 2022
PLAY4SUS - VEGAN NATION. HERZLYA, ISRAEL.

Play4Sus was a program created by Startup Vegan Nation aimed at establishing partnerships and sponsorships in the sports world, especially in football, using the theme of sustainability and aiming to promote its cryptocurrency, Greencoin. My responsibilities included (but were not limited to):

- Manage all agents that are in contact with football clubs and leagues worldwide. Directly conduct high-level sales with the club's president and/or marketing director, as well as with the players, who are our ambassadors.
- Coordinate the creation and maintenance of the Play4Sus website and social networks. Create texts for the website, generate media content and assist in the creation of marketing materials.
- Being the liaison between clubs and the legal sector of the company and one of those responsible for constantly updating the parent company (Vegan Nation) on Play4Sus developments.

INVESTMENT ANALYST MAY 2020 - JUL 2021
DIGITALICA LTD. RAMAT GAN, ISRAEL.

Investment (Fx) Consultant and Retention Agent. Worked explaining to clients the possibilities of investment in the online trading in the differents fields the company offered at the time: forex, commodities, shares and indexes. There I learned the basis of the day trade, swing trade, scalping, technical and fundamental analysis.

SENIOR SALES SPECIALIST JUL 2017 - JAN 2020
SERVICE KING INTERNATIONAL. JERUSALEM, ISRAEL.

The company had contract with eletricity and gas companies in the USA and we used to sell to private clients. I was constantly ranked at the top 5 salesman of the company. There I:

- Worked with cold calls and hot leads. Helped in conversion and retentions in English, Spanish and Portuguese
- Helped in Costumer Service in Spanish and Portuguese
- Closed calls for other agents in Spanish and English and trained new agents (in Spanish and English). Promoted to senior agent in May/19

SALES REPRESENTATIVE DEC 2016 - JUN 2017
MEMO GLOBAL. NETANYA, ISRAEL.

EDUCATION

MASTERS IN JOURNALISM
FACULDADE DE COMUNICAÇÃO SOCIAL CÁSPER LÍBERO
. SÃO PAULO, BRASIL.