JOSÉ ROBERTO TORRENS HERNÁNDEZ

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Finance student, Mexico City

Summary: Undergraduate Finance student at Instituto Tecnológico Autónomo de México, ITAM.

Interests: Private Equity, Corporate Finance, Venture Capital, Forensic Accounting.

Education

Instituto Tecnológico Autónomo de México	**2017 − 2023**
B.Sc. ITAM, *Finance*	*Mexico City*

Availability: Full time as of january 2024.

Experience

e-Commerce Retailer   **2018 − Present**
- Successfully built and managed an online store, achieved *Top-Rated Seller* status within first 8 months.
- Monthly sales of $1K USD and 99 per cent positive feedback rating since 2019.
- Communicated with customers to answer questions & provide further details about items for sale.
- Compiled all the accounting information, accounts receivable, accounts payable.
- Preparation of annual financial statements and related financial statements.
- Research of current applicable sales trends.
- Managed foreign and domestic payments.
- Excellent written and verbal communication.

Inside Sales Representative   **2015 − 2018**
- Presented, promoted, and sold products and services using solid arguments to existing and prospective customers.
- Prospect and qualify new sales leads.
- Schedule meetings and presentations with prospects.
- Maintain a well-developed pipeline of prospects.
- Develop strong, ongoing relationships with prospects and customers.
- Reached out to customer leads through cold calling and email marketing.

Courses & Certifications

Coursera jtorrens.courses/Excel *Excel Skills for Business: Essentials*		**Feb 2020**
Bloomberg LP jtorrens.courses/Bloomberg *Bloomberg Market Concepts*		**Dec 2019**
Practice areas: Bloomberg Terminal, Economic Indicators, Currencies, Fixed Income, Equities.		
Hanban (HSK 2) jtorrens.courses/Hanban *Hanyu Shuiping Kaoshi*		**Oct 2015**

Technical Skills

Programming Languages	Python (novice).
Tools & Technologies	MS Office (advanced), SAP (novice).
Languages	Spanish (native), English (fluent), Chinese (HSK 2).

Skills

Finance	Data analysis	Soft Skills
Accounting	Data processing	Problem-solving
Financial management	Data analysis	Critical thinking
Financial planning	Data structures	Risk analysis
Economics	Data management	Strategic planning
Invoicing & Billing	Data visualizations	Logical thinking