




# SEBASTIÁN PUJOL

## CONTACT

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 Ciudad Autónoma de Buenos Aires, Argentina.

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 /sebastianpujol

## EDUCATION

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- **CoderHouse** -  
Data Analytics - 2022
- **Universidad de Buenos Aires** -  
Business Administration - 2016 - 2021
- **Universidad de Cambridge** -  
First Certificate of English - 2010
- **Colegio Inmaculada Concepción** -  
Bachiller en Ciencias Sociales

## SKILLS

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- Advanced English Skills
- PowerBI
- SQL
- Microstrategy
- GoogleWorkspace
- Negotiation
- Teamwork

My goal is to develop myself in an innovative company that creates new challenges and opportunities. I consider myself a curious professional, proactive and oriented to achieve my results in the shortest possible time but with the best performance on them. I am in search of new knowledge that contributes to my professional and personal growth, collaborating in the development of the space where I work and generating value for it.

## WORK EXPERIENCE

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### Banco BBVA, Consumer Finance Partnership & Thirdparties

OCTOBER 2021 - PRESENT

Identify business models to carry out with external partners that contribute to the acquisition of valuable customers.

Analysis of metrics, data and development of Dashboards.

Monitoring of units in production and plans of expansion.

Analyze and implement improvements in policies and tools to improve productivity.

Establish new processes or circuits to guarantee the defined quality standards.

### Banco BBVA, Officer E-Pyme

OCTOBER 2019 - SEPTEMBER 2021

EPyme officer in branch, management of medium and large companies - Prospecting and attracting new clients - Business development - Financial and credit assessment - Fulfillment of quarterly sales and client development objectives, having received awards for productivity, quality and sales. Teaching new teammates.

### Banco BBVA, Sales Executive

JANUARY 2018 - OCTOBER 2019

Sales executive, face-to-face service to individual clients - Attainment of new clients - Branch portfolio management - Fulfillment of quarterly sales objectives - Financial Assessment.

**Banco BBVA, Internship**  
JUNE 2017 - JANUARY 2018

## **R E F E R E N C E S**

**Emanuel Hernandez**

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EMANUEL HERNANDEZ BBVA - GERENTE SUCURSAL  
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