

### Contact

 Burgos, Spain



### Qualifications

- My experiences living in various countries like Chile, USA, Spain, Vietnam and Portugal have given me the capability to understand how to work within different cultures and the ability to adapt myself in different circumstances.
- Negotiation, promotion and sales skills gained as B2C and B2B focused roles
- Capable of working under pressure and go beyond set quotas.
- Ability to conceptualize; push towards a big picture goal, form solid relationships with individuals in diverse communities.

### Education

**University of Burgos (Spain)** **2010-14**  
**Adolfo Ibañez University (Chile)**  
Bachelor Degree in Business Administration

**TEFL PREMIER** **2017**  
TEFL (Teaching English as a Foreign Language) (120h)

### Experience

**DRIVE AWAY AUTOS** **2020-2021**  
**Finance & Sales Specialist** **Houston (USA)**  
Acting as an intermediary between clients and financial entities.  
-Prospecting and creation of client portfolio.  
-Qualify the client and analyze if they meet the requirements established to receive financing.  
-Place the customer in the right vehicle and close the sale.  
-Make sure to offer an excellent after-sales service.  
Obtaining excellent results coming to sell more than 30 vehicles per month and exceeding my target every month.

**VACATIONS TO GO** **2019-2020**  
**Bilingual Sales Representative** **Houston (USA)**  
Selling cruises to the direct client and to other travel agencies acting as an intermediary between the shipping companies and the final client.  
Negotiating prices and serving the client creating long-term relationships.

**UBER** **2018-2019**  
**Business Development Representative** **Lisbon (Spain)**  
Close deals with top brands in Spanish market by owning the entire end-to-end sales process.  
Manage contract negotiations aimed at establishing the foundation of a strong working relationship with our restaurant partners, including sustainable economics for both parties.  
Very good performance, overcoming the target every month by at least 120% and getting the record of outbound sales in a week in all the south and east of Europe reaching 500% of my target

**DIAGEO** **2015-2017**  
**Field Sales Executive** **Burgos (Spain)**  
Promoted the image of Diageo products in hotels, bars and restaurants to achieve a greater turnover of our products in the market.  
Ensured that the resources and investments destined to the activation of our brands were executed in a brilliant way at the point of sale.  
Spectacular results being able to increase sales in my main area of influence by 50%, increasing sales in all brands of the company and introducing new brands in the sector.

### COMPUTER SKILLS

- MS Office
- Workday
- OneDrive
- Salesforce
- Intouch

### LANGUAGES

- English: High (C2)
- Spanish: Native
- Portuguese: Basic

### INTERNATIONAL EXPERIENCE



USA-CHILE-SPAIN-PORTUGAL-  
VIETNAM

### INTEREST

- Travel
- Economy and History
- Sports
- Technology

### NETWORKING