

Yirandy Chaer Bautista

Internal Sales Account Manager with extensive experience in farmer & hunter account management, Contract renewals, and digital transformation. Focused on becoming a Business Development Manager

Achieved a 60% increase in B2B sales. Continuously exceeded sales targets: 142% FY2021 121% FY2020.

My Average Quota was: 7.5M; best point 14M.



PROFESSIONAL EXPERIENCE

Dell Technologies, Madrid, Enterprise Account Manager Inside Sale.

Jun 2008-Feb 2024

- Identifying new **upselling and cross-selling** opportunities, achieving a 438% revenue result, winning the Dell Technologies Chairman's Club 2022/2023 and for two consecutive years achieving 142% FY2021 121% FY2020.
- Managing the portfolio of **strategic accounts in different industries**. Attracting and retaining new accounts for the group. **Build strong relationships** with clients and **Account Management retention**.
- Delivered 24,000+ IT assets in record time for a top Spanish bank in a hyper-converged infrastructure project.
- **Develop business** cases and RFPs responses, upgrading the **supplier portal** of each client in the portfolio in the shortest possible time.
- Trained ISR teams on tools/processes and **increased B2B** sales by 60% through customized e-commerce pages.
- **Supported** global clients by crafting tailored IT packages and coordinating with finance, logistics, and software teams.

OTHER PROFESSIONAL EXPERIENCE

Distribuidora Corripio, Trade Marketing Manager.

Oct-Nov 2007

Junta Central Electoral, Buying and Supply Assistant.

Jul-Oct 2007

Yuseff Chaer and Computer, Administrative Assistant.

Jan-Jul 2007

Laboratorios Farvet S.A. Executive Administrative Assistant.

Feb- 2006-Jan 2007

Comercial Roig, C. x A. Manager of Retail Department.

Dec 2002-Mar 2005

UNPHU, Public Relations Assistant.

Dec-Oct 2002

EDUCATION AND CERTIFICATIONS

MBA, Master in Business Administration, EAE, Business School, 2008.

Bachelor 's in Administration and Marketing, Universidad Autónoma de Santo Domingo, 2005

The PowerSales, Power MBA. Madrid, 2023

Female Leadership, Cámara de Comercio de Madrid, 2022

Industrial AI & Machine Learning, DABO, Madrid 2024.

Digital Marketing, IDEL, Madrid 2025

English, Professional Basic Competence (B1-B2).

SKILLS

Effective Communication -Empathy & Listening - Proactive Problem Solving - Team Leadership and Initiative.

CORE COMPETENCIES

Account Strategy - B2B Sales - Salesforce CRM - Pipeline Management - Digital Transformation

Customer Retention - Negotiation - Lead Generation - Forecasting -Cross-functional Leadership.