



ID-59581 PEDRO

All my life I have been involve in Sales. That made me Sales addict, pretty good with people and how to get business done. Key of my success?, WORK HARD, COMMITMENT AND THE BEST ATTITUDE

EXPERTISE

KAM Business Partner Multi-Brands

L'Oréal | February 2020 to Now

- L'OREAL PROFESSIONNEL
 - 500.000€/year (18% increase vs 2020)
 - 80 clients --> +15 vs 2020
 - 24 new clients that makes me one of the best sales partner that get new business
- KERASTASE (N.1 Beauty brand on the market)
 - 340.000€/year
 - 31 clients --> 5% increase every year
 - 95% of them have the entire portfolio (more than 200 products)
- SHU UEMURA (Luxury and exclusive brand)
 - Exclusive brand. I managed 2/100 clients who work with this brand In ES
 - 100% portfolio on both clients
- Develop the client P&L, in order to achieve our anual goals with the client.+5% on the Top 20.
- High Negotiation skills required to anual contracts.
- Used to work under pressure, focused on results.
- Ecommerce skills working in a NEW marketplace as AMAZON but only for our current clients. 45k/monthly

Senior Sales Representative

L'Oréal | December 2017 - January 2020

- Manage a client's portfolio in Madrid (over 600.000€/year)
 - Client's portfolio of 120 business to develop
 - One of the most notorius and iconic clients of Spain
 - Key accounts with clients all over Spain (Sevilla, Ferrol, Coruña...)
- Business plans Adhoc with the sinergy of Marketing and education.
- Exclusive clients that acts as Marketplace for "Hairdressers at home"
- Quantitative and qualitative goals reported monthly.

Junior Sales Representative

L'Oréal | January 2016 to Dic. 2017

- Manage client's portfolio of 130 business from all over Castellón and part of Valencia
- Empowering the business partner figure.
- Quantitative and qualitative goals reported monthly.
- Get new client's .
- Strategic launches every 3 months with a high percent of penetration.

ACADEMIC TRAINING

Business and Administration degree

Universidad de Sevilla | Sept 2009 to May. 2015

- Santander Scholarship in México studying My degree
- Sports Scholarship in Missouri Valley College (EEUU)
- Santander Scholarship in Puerto Rico

LYDES PROJECT

Creara. Fundación San Telmo, SEVILLA | June 2015 to Dic. 2015

- Intensive program
- Team Works every morning
- "Method of the case": we were facing real situations of high-ranking positions

The Power MBA - Digital Marketing | March 2021 to Jan. 2022

Online Program created to make learning compatible with the profesional development

LANGUAGE

English: Advance
Spanish: Native

CONTACT

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INFORMATIC KNOWLEDGE

Ofimatic - high level
VIP (CRM program) - high level
Salesforce