

Sales Hunters - Candidate Report

Name: Alberto P.

Skills	Low		High	
	1	2	3	4
Effective communications	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Customer Orientation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Creativity and Curiosity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Interpersonal abilities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Negotiation Skills	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Perseverance	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Team worker	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Motivation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Alberto has a native entrepreneur, he started as B2B agent offering energy services and then he moved to Gas Natural Fenosa as Team Manager, he supervised 5 agents and was in charge of established commercial goals; after this period, he was promoted to Area Manager. After this experience he decided to launch his own business and he created Elite, this company offers call centre services; he trained his own commercials, set up commercial goals, KPIs, SLAs; among others. After 7 years, he decided to move to Luxemburg with his wife, he was in charge to develop the business in building sectors, he was like a broker between distributors and Manufactures. After three years he came back to Spain because he was hunted by a multinational company that wanted his Spanish knowledge and due to his own personal challenges, he decided to come back; unfortunately, the project has stopped and he decided to look for new opportunities and then he started on Cabify, this experience is a big challenge because he had to create his own

inside sales team focusing just on B2B business, he lead 12 people but the problem was that they didn't receive enough driver's license on Valencia and the project was cancelled. After that, he continues his professional career on commercial as Expansion Director and Head of Sales. During the interview he showed us his interest on this position because he is used to build a commercial team, he leads inside sales team and has an international experience reporting to Luxemburg and Czech Republic.

We believe this is a good profile to be interview.