



ID-58549

Luciano

REGIONAL MANAGER - SALES

CONTACT

Address:

Barcelona, Spain, Cp: 08015

CAREER OBJECTIVE

I am a global-minded commercial & business development executive with a passion for strategic sales, disruptive marketing and public relations. I have extensive experience within the commercial ground oriented on, new clients, renewals & strong loyalty programs; being able to handle objections and positively influence on decision makers. I truly believe that, in the way to achieve great things, commitment and team work are fundamental.

PROFESSIONAL PROFILE

- Motivated & ambitious
- Loyal & Committed towards pro
- Planner & Strategist Sales
- Team player
- Knowledgeable in conversational Spanish, English, and Portuguese

EXPERIENCE

KEY ACCOUNT MANAGER (inside)

Tech data Inc. 2019 - Actual

- Strategic planning, focus towards business development
- KPI's achievement according to company's guideline
- Daily maintenance & negotiation with assigned portfolio
- Organizational focus on multitasking activities
- SAP management

REGIONAL ACCOUNT MANAGER

Intercom Co.- Your New Self. 2018 - 2019

- Leading the commercial strategy for the assigned market
- Market expansion; Analysis and management of new opportunities to maximize profit
- Reporting to the Global Sales Director and CEO
- Marketing and Sales Consulting
- Commercial trips

TERRITORY MANAGER-BARCELONA/TARRAGONA

Just Eat Inc. 2017 - 2018

- Management, analysis and strategy for the assigned market
- Achievement of quarterly objectives according to company's guideline
- Maximize GB of portfolio
- Commercial trips & Events

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MARKET MANAGER

Despegar.com Co. 2015 - 2017

- Product manager for the assigned market
- Planning and development of commercial strategies B2B & B2C
- Achievement of quarterly objectives
- Marketing and Sales Consulting
- Commercial trips & Events

SALES MANAGER

Bourbon Hoteis & Resorts Co. 2014 - 2015

- Development and management of B2B & MICE portfolio for the assigned market
- Sales analysis, reporting for executive board
- Prospection and acquisition
- Sales Consulting
- Commercial trips & Events

EDUCATION

THE POWER MBA, FUTURE LEADERS

Business Management
2018 - Present

MASTER-UNIVERSITAT DE BARCELONA

Enterprises Internalization
Graduated in 2017

BUSINESS AND SOCIAL SCIENCES UNIVERSITY

International Marketing Lic.
Graduated in 2017