



ID-56198 Jesús

BUSINESS DEVELOPER

PERSONAL PROFILE

Hard working professional who enjoys team working and provides honest product information to customers with over 5 years of experience in sales. Extremely motivated to constantly develop my skills. Organised and able to multitask to ensure that all customer's needs are met in a satisfactory way.

CORE COMPETENCES

- | | |
|--------------------------------|----------------------------|
| Consultative sales | Proactive |
| Active listening | Team player |
| Inbound sales | Customer oriented |
| Negotiating and closing skills | Design business strategies |

WORK EXPERIENCE

Business Development Manager

SODESA | Feb 2019 - present

- Research and identify opportunities suitable with the company's capacities.
- Liase with the finance team, warehousing and logistitcs.
- Think and work strategically implementing the changes needed in order to improve business.
- Understand the customer's needs. Foster and develop relationships with customers/clients.
- Full process design.

Sales Area Manager

AIMPLAS | May 2015- Feb 2019

- Actively pursue new business
- Primary liaison between consumer and company
- Define internationalization strategy
- Cross selling
- Ensure customer's loyalty.
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Junior Sales Executive

DHL FREIGHT | Jul 2014- May 2015

Tendering Engineer

BOMBAS IDEAL | Apr 2013- Jun 2014

Electrical Engineer Internship

POWER ELECTRONICS | Jan 2011-Jun 2011

CONTACT ME AT

 Campo Olivar Godella Valencia

EDUCATION

BACHELOR ELECTRICAL
ENGINEERING

2012 UPV VALENCIA

MASTER BUSINESS
ADMINISTRATION (MBA)

2014 ESIC VALENCIA

MASTER INTEGRATED
MANAGEMENT (QHSE)

2013 UCV/AIMME VALENCIA

LANGUAGES

Spanish Native

English C2 (Cambridge A - Levels)

German B.1.1 (Goethe Institute)

Valencian

COMPUTER SKILLS

Microsoft Office Professional

Navision

Qlik Sense

Autocad