

PERSONAL DE TAIL S

Ur uguayan 32 year s old

Dr iving licence + car

S T R E N G H T

Pas sionate / conf ident / per suasive / punc t ual / at tent ive / r esponsive / har d - wor king / posit ive at t it ude

Team player / sales mot ivated / excellent rappor t & r elat ionship builder / f ocus on r esult s

SAP sof t war e user

L A N G U A G E S

Eng lish

Spanish

It alian

Fr ench

PAT [PAT.361728@2freemail.com](mailto:PAT.361728@2freemail.com)

Sales execut ive & super visor

P R O F I L E

I am a sales execut ive & super visor wit h 8 year s exper ience in F&B and medical indus t r y, as well in r eal es t ate . I like challenges and I am a pr oblem solver. I f ocus on developing s t r ong per sonal & pr of es sional r elat ionships . I show up ear ly, s t ay late & always go t he ext ra mile .

E X P E R I E N C E

2016 – Ongoing

Engel & Volker s, DUBAI / Pr oper t y consult ant

- Rent , buy, or sell pr oper t y. Per f or m dut ies, such as s t udy pr oper t y lis t ing s, inter view pr ospec t ive client s, accompany client s to pr oper t y site, discus s condit ions of sale, and draw up r eal es t ate cont rac t s .

Jan . 2015 - Dec . 2015

Emirates, DUBAI / Sales & cus tomer ser vice agent

- Ensur e t he hig hes t s t andar d of cus tomer ser vice is pr ovided to Emirates cus tomer s, pr ovide t hem wit h det ails on Emirates far es and ac t ively is sue online t icket s and sell r elated pr oduc t s .

Jan . 2014 - Dec . 2014

Sydney Lodges, SYDNE Y / As sis t ant manager

- Having ult imate r esponsibilit y f or t he overall operat ion of t he hotel .

- In char ge of deliver ing r esult s exceed gues t sat is fac t ion and f inancial per f or mance objec t ives .

Nov. 2010 - Dec . 2013



Coca Cola, MON T E VIDEO / Sales super visor

- Wor king f or t he sales and mar ket ing depar t ment ; develop long - ter m and s t r ong busines s to busines s

g r ow t h s t rategies, achieve t he mont hly & year ly sales goals, and execute dif f er ent mar ket ing plans and s t rategies f or var ious busines s segment .

- Managing a client por tf olio and having r evenue and account management r esponsibilit y f or key account s .

Oc t . 2009 - Oc t . 2010



Scot ia Bank , MON T E VIDEO / Amer ican Expr es s Sales execut ive

- Cont ac t ing pr ospec t ive client s, as ses sing t heir r equir ement s t hen selling t hem t he company pr oduc t s and ser vices t hat match t heir needs .

- Responsible f or maint aining ongoing r elat ionships wit h cus tomer s to f os ter r epeat ing busines s .

Oc t . 2005 - Feb . 2008



Quimicia Cenit , MON T E VIDEO / Sales execut ive

- Cont ac t ing pr ospec t ive client s, as ses sing t heir r equir ement s t hen selling t hem t he company pr oduc t s and ser vices t hat match t heir needs .

- Responsible f or maint aining ongoing r elat ionships wit h cus tomer s to f os ter r epeat ing busines s .

E D U C AT I O N

2009

Busines s Adminis t rat ion

Univer siteit Ant wer pen . Ant wer p, BELGIUM

2008

Deg r ee in Busines s Management & Finance

San Mar t in Hig h school . Montevideo, URUGUAY

2004

A - Level in Economic s

las Mar is t as, Montevideo