

GINALOMOTEVERG ARA

Carlos Gonzalez Street 203 | 992170320 | Lima, Peru
ID: 33348425 | lvergaragina@gmail.com

PROFESSIONAL PROFILE

Sales executive with more than 10 years of experience in the real estate and communications sector. Expert in identifying business opportunities, negotiating with clients and closing sales. With solid knowledge of Office tools and specialized programs in real estate sales. Recognized for her positive attitude, interpersonal skills and ability to exceed sales objectives.

SKILLS

- Advanced handling of Microsoft Office (Excel, Word, PowerPoint).
- Mastery of sales management and real estate CRM programs.
- Excellent communication and negotiation skills.
- Organization and focus on results.
- Proactive attitude and customer orientation.

PROFESSIONAL EXPERIENCE

Sales Executive | Seven EIRL Communications
September 2021 – October 2024

- Management of relationships with key clients.
- Use of technological tools for monitoring and closing sales.

Sales Consultant | Optimal CIC SAC
September 2018 – March 2020

- Met and exceeded monthly goals.
- Implemented effective sales techniques that optimized customer response time.

Real Estate Advisor | Home and Management
April 2018 – August 2018

- Promotion and marketing of residential and commercial properties.
- Maintaining an active client portfolio and providing personalized advice.

Commercial Advisor – Projects | SAC (Metal Mechanics) lamp holder
September 2017 – March 2018

- Managed commercial projects in the metal-mechanical sector, ensuring the quality of the service offered.
- Direct negotiation with industrial companies for the sale of specialized products.

Sales Executive | Inhouse Real Estate Group
February 2017 – June 2017

- Promotion of real estate projects in strategic sectors.
- Coordination with clients from the first visit to the closing of the contract.

Commercial Coordinator | Giam SAC (Applied Metal Engineering)
March 2016 – January 2017

- Supervising sales teams to ensure compliance with objectives.
- Development of market strategies to attract new customers.

Real Estate Advisor | JJC Buildings SAC
January 2013 – December 2015

- Comprehensive advice on the purchase and sale of properties.
- Specialization in multi-family housing projects.

Real Estate Advisor | IMAGINA Real Estate Group
December 2009 – September 2012

- Marketing of high-value properties, achieving annual sales objectives.

EDUCATION

Argentine Public Technological Higher Education Institute	2007 - 2009
Accounting	

SPECIALIZATION COURSES

Neuroreal estate sales

Hispanic American Educational Association (AEH)

The Power of Persuasion in Sales

Center of Digital Specialization (Mott)

Sales manager functions, new sales techniques and customer service strategies

Latin American Institute of Companiesand Business (ILEN)

Sales pitch

National Society of Industries (SNI)

Business Skills Development

Pyramid Consultants

Prevention of money laundering

School of Management JJC

Sales and Customer Service

Pontifical Catholic University of Peru

Effective communication in business

Pontifical Catholic University of Peru

Persuasive Communication and Business Coaching

Institute Saint Ignatius of Loyola (ISIL)

REFERENCES

Susana Cayo | JJC Buildings

Commercial Manager

Cel. 986982420

Juan Carlos Cornejo | Imagine

Head of Human Resources

Cel. 997576825

Alfredo Cardenas | Seven Communications

General manager

Cel. 998342194