

# FLORENCIA MELENDREZ

## BUSINESS DEVELOPMENT

+542915278972

florencia.melendrez@gmail.com

With a firm determination for success and extensive sales experience, I am a highly motivated and results-oriented professional. I have the proven ability to consistently exceed sales goals while cultivating long-lasting customer relationships. My skill set includes accurately identifying client needs and tailoring customized solutions that drive revenue growth. I excel in conducting exhaustive market research, taking advantage of the knowledge acquired to develop strategic sales plans. Demonstrating exceptional leadership qualities, I foster collaboration among diverse teams, orchestrating joint efforts to achieve shared goals.

## EDUCATION

2009 - 2011

Universidad Católica de Cuyo, Arg Real  
Estate Agent.

2004 - 2007

Escuela de Ed. Media N°12, Arg.

## SKILLS

Office, CRM

Marketing

Idioma Inglés Avanzado Idioma Portugués

Básico

## WORK EXPERIENCE

### **Sales Closer, Tripleten. UUSS.**

Jul. 2024-Sept 2024

### **Trail class manager, Kodland. UK.**

Nov. 2023 - Jul. 2024

Conducting a practice class by video call for Latin American families, presentation of a learning opportunity in Kodland and Tripleten, negotiation and closing of sales.

### **Accessories and insurance salesperson, Grupo GRP. Arg.**

Ag. 2022 - Sept. 2023

Personalization of the customer experience by offering additional products to complement the purchase of their vehicle, providing security and peace of mind to its owners.

**Commercial representative, Würth. Arg.**

Oct. 2021 - Ag. 2022

Prospecting and developing clients, establishing business relationships, technical advice, closing sales, order management and post-sales monitoring

**Commercial security advisor, ADT. Arg**

May. 2021 - Oct. 2021

Analysis of needs, advice on security systems, negotiation and closing of sales. After-sales monitoring.

**Commercial representative, Plásticos Saavedra. Arg.**

Mar. 2020 - Abr. 2021

Attention to more than 400 clients within Argentina, generation of new portfolio, reactivation of prospects. Digital marketing on social networks. Creation of the international sales department. Market research.

**Sales Supervisor, Megatell. Arg.**

Nov. 2019 - Mar. 2020

Call center shift manager. Portability to individuals, reports and monitoring of the work of six telemarketers. Monitoring of zonal walkers by telephone. Sales training for salespeople and promoters.

**Account executive, Sicaba. Arg.**

Jul. 2018 - May. 2019

Attention to large account clients. Portability of corporate lines, personalized attention, negotiation, sales closing and post-sales monitoring.