

Josè de Jesùs Sànchez Tlamasco

Sales executive with a long-term vision of business improvement. I have skills for organizing the commercial area, adapting to market needs and contacting clients. I am looking for an opportunity to consolidate my capabilities.

I have the skills to direct, coordinate and organize my work team to achieve effective results for the company.

I have taken more than 10 courses in the USA and more than 30 in Mexico, this has helped me improve my methods and techniques to use in my work.

I currently have my USA and CANADA VISA in force and I can easily attend those countries for training, meetings, conferences, prospecting and closing sales with clients. Manager with a long history of leadership and administrative management. I stand out for effective decision-making in terms of human, material and financial resources. I would like to add value to a new venture. Responsible for management and coordination of teams and business operations. I have solid administrative knowledge and effective communication skills with employees, clients and suppliers. I seek to consolidate these skills in a position that provides development opportunities.

Management of the English language written, spoken and understood ADVANCED LEVEL, as well as the basic French language

CONTACT



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2201754631



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APTITUDES

- I have USA & CANADIAN VISA
- Negotiation Skills
- Commercial Profile
- Commercial Skills
- Stablishmen of Bussines
- Relationship establishment commercials.
- Closing of Sales
- Computer Skills
- Productivity
- Teamwork

ACADEMIC TRAINING

Mesoamericana University, Campus Puebla, Heroica Puebla de Zaragoza, PUE | 02/2002 - 06/2006

***BACHELOR `S DEGREE IN TOURISM BUSINESS
ADMINISTRATION :***

INTERLINGUA LANGUAGE CENTER Puebla City, PUE | 03/2007 - 03/2008

TOEIC:

ADVANCED ENGLISH LEVEL

AVIATION SCHOOL HERMANOS SERDAN, Puebla City, PUE | 07/2007 - 07/2008

***OFICIAL DE OPERACIONES AERONAUTICAS / DISPATCHER
AERONAUTIC***

EMPLOYMENT HISTORY

TELEPERFORMANCE – CUSTOMER SERVICE

Puebla City, PUEBLA | 05/2024 – Current

- Customer Service from the USA & CANADA in the rental of cars for Enterprise, National and Alamo.

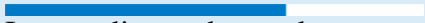
- Leadership
- Loyalty and Perseverance
- Creativity
- Adaptation
- Effective Communication
- Decision Making


CERTIFICATION

- Languages English , certificate [TOEIC] Advanced Level certified 2008.
- Certification Leader Speaker / July 2021
- Strategies for Busy Managers / Las VEGAS Nevada USA february 2023
- Station Manager improvement courses every year from 2013 to 2023
- Airline Courses UNITED AIRLINES, AMERICAN AIRLINES, AIRFRANCE , VIVA AEROBUS, VOLARIS.
- Own Vehicle.
- VISA USA

LANGUAGES

Spanish:
Native Language.

English: B2

Intermediate- advanced

Francés: A2

Basic.

- Personalized advise by phone call to rent, extend and cancel car rentals reservations.

HOTEL ENCORE PUEBLA – SALES EXECUTIVE

Puebla City, PUEBLA | 09/2023 - 03/2024

- Implementation of personalized sales strategies to maximize revenue.
- Prospecting of customers and administration of the existing files and loyalty..
- Aplication of commerciial strategies to achieve the set sales objctives.
- Registration of transactions in the system, and presentation of sales reports.
- Conducting daily prospecting by phone and in the field.
- Sales Processing and management of documentation and invoicing.
- Attracting new customers and closing sales.
- Commercial management, negotiation and closing sales.

AGN AVIATION SERVICES SA DE CV – STATION MANAGER AIRPORT

Puebla City | 10/2012 - 06/2023

- Direct organize and coordinate ramp, traffic and dispatch personal to provide ground support service for our clients Volaris, United, Viv Aerobus and American Airlines.
- KPI of the station, management of material resources.
- Airlines documentation.
- Plan mange and develop all the staff of the Airline, payroll management, vacation planning.
- Keep my station profitable for the company, always in the Top 5 Best Stations in Mexico.

AGN AVIATION SERVICES SA DE CV - REGIONAL MANAGER OF AIRPORT OPERATIONS.

Mexico | 08/2013 - 01/2016

- Monitoring the effective compliance with good practices of Manufacturing and quality standards.
- Operations link between stations and corporate, administration of human and material resources of 9 airports in my Charge.
- Internal auditor of the stations managers of the 9 airports.

AMERICAN AIRLINES – TRAFFIC SUPERVISOR

DALLAS USA | 06/2012 - 09/2012

Management of traffic personal as well plane tickets, management of station values.