




Josué Barandica


SYSTEM ENGINEER

Diploma in Marketing and Sales Management.

Sales representative with extensive experience in customer service, service and manufacturing companies.

CONTACT

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ACADEMIC TRAINING

- Systems Engineer -
Universidad Bicentennial de
Aragua, Turmero Edo Aragua.
Venezuela (2016)
- Diploma in Management in
Marketing and Sales - CEATE,
Universidad de Carabobo.
Maracay Edo Aragua.
Venezuela (2016)
- Cisco CCNA certification.
Module I- Universidad Central
de Venezuela. Maracay Edo
Aragua. Venezuela (2017)
- Variables and Control
Structures in Object Oriented
Programming: JAVA. Servicio
Nacional de Aprendizaje SENA.
Colombia (2018)

PROFESSIONAL PROFILE

• Effective/assertive
communication, conversational
OSAR model, consumer behavior,
data facilitation, operations and
technology support, business plan
support and sales management.
Ethical, resourceful, reliable, faithful
to company policies and
compliance with internal
procedures, understanding the
need for a good relationship
between company and customers.
Broad focus on achievement,
enthusiastic, ability to work in a
team, and a great desire to
constantly learn. With the
necessary vocation for the
formation of good relations with
clients.

WORK EXPERIENCE

Bilingual agent

Teleperformance Colombia
March 2020 - present day

- Customer Support

Store Manager

Kirfa clothing store
July 2019-March 2020

- Customer Service and Sales

Commercial Advisor

Colombia Outsourcing Solutions
2019

- Customer service and support

Account executive

Distribuidora Ferrefelec 53 C.A,
Venezuela 2010-2018

- Sale of electrical materials for Industry and Retail

Sales representative

Master V.D.E. C.A
Venezuela 2005-2010

- Sale of electrical materials

OTHER KNOWLEDGE

- Microsoft Office

LANGUAGES

- Advanced English

SELECTED ACHIEVEMENTS

- Fulfillment of quarterly sales goals.
- Improvement in the process of product changes (due to defects), establishing better communication with the company, reducing costs and customer satisfaction.
- Reduction of invoice collection days.
- Creation of a database to improve the sales route along with the collection of invoices, avoiding customer neglect as much as possible.
- Creation of effective commercial teams, to boost sales. Through good communication, creation of a solid work team and implementation of sales strategies according to the situations raised.
- Managing personnel assertively and effectively.
- Excellent attention to the public and use of empathy