

# Mr. Adriano S.

« J-1 Visa candidate, does not require sponsorship »

## Professional Experience

### CBI Technologies

#### *Sales Engineer Intern*

January 2019-May 2019

- Selling collaborative work systems (videoconference systems and audiovisual equipment) in a business to business sales environment
- Prospecting clients over the phone
- Proposing and implementing new sales and marketing strategies
- Identifying and approaching sales targets through social media (social selling)

### Seiko Watch Corporation France

#### *Assistant Manager*

August 2015- December 2019

- Selling luxury goods directly to client
- Managing a sales team
- Training new team members in sales techniques and the company's process
- Establishing commercial and operational marketing strategies

### MZ Voyages Travel Agency

#### *Administrative and Booking Agent*

November 2014- July 2015

- Organizing, planning and selling trips
- Calculating and communicating price quotes for clients
- Customer relationship management
- Customer service and administrative task such as booking reservations and completing legal forms

### Barclays Bank

#### *Summer Sales force*

July 2014- August 2014

- Selling of credits for consumption in a sales point

### Apple

#### *Hotline assistant*

October 2012- February 2012

- Technical and commercial assistance in multiple languages for Portuguese, French, Swiss, Belgian and French African populations

### Ja Sei! - Art Non-Profit

#### *Founder and Director*

September 2012- May 2014

- Founded non-profit to promote the expression of local culture through musical and artistic events
- Organizing public concerts and booking local musicians and artists
- Partnership with other non-profit organizations
- Managed branding and non-profit's social network presence

## Education

### Marketing, Sales and Negotiation, BA

#### Isifa Plues Values Business School

December 2018- July 2019

- Learned skills include strategic marketing, digital marketing, e-branding management, operational communication, distribution, market studies, law studies, financial business plan, budget control, organization management, managing sales forces, and negotiation skills

## **Technical and Commercial Negotiation Certification**

### **Nextadvance Business School**

*October 2017- September 2018*

- Discovering prospects by defined geographical area
- Detecting client needs and creating a technical solution
- Negotiating and concluding sales
- Establishing commercial actions to retain and develop clientele
- Market study and adapting client offer
- Crafting a marketing plan to align with market needs
- Reporting and monitoring on sales progress

## **Relevant Skills**

### **Languages**

French at a *fluent* level

Portuguese at a *fluent* level

Spanish at a *fluent* level

English at a *fluent* level

### **Technology**

Competency in Microsoft Office, Powerpoint, Excel and Photoshop

### **Customer Service**

Sales based analytical skills

Customer needs and satisfaction

Leadership and team management