

Bárbara Basterrica

Gerente de Ventas

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Gerente de ventas motivado con 5 años de experiencia trabajando en el área de Marketing y Ventas. Con muchas ganas de implementar mi experiencia y conocimientos en configuración de planogramas, sistemas POS y gestión de marca. Siempre llevo a mis objetivos de Venta, gracias a la Metodología que implemento y con la cual capacito a mis equipos.

Habilidades

- Resolución de conflictos
- Servicio al cliente
- Habilidades directivas
- Liderazgo y trabajo en equipo
- Conocimiento del producto

Experiencia Profesional

● Asistente de Gerencia Comercial

Fix León, España

- Generé oportunidades de venta por teléfono a la cartera de clientes.
 - Detecté las oportunidades de venta en línea proponiendo un nuevo sitio web con marketplace actualizado.
- Logro
- Cumpil todos los objetivos de ventas a lo largo de 18 meses trabajando para la empresa.

● Ejecutivo de Ventas

Bricotex, España

- Entrenar y capacitar a los vendedores para identificar las características de sus clientes y ofrecerles el mejor servicio.
 - Segmenté el mercado y los públicos objetivo para elegir el mejor canal que llegara a dicha audiencia.
 - Búsqueda y atracción de nuevos clientes a la cartera común de la empresa.
- Logro:
- Definí objetivos comerciales que benefician a nuestros clientes y a la misma empresa.

● Director de Ventas

EnduroLeon, León, España

- Dirigir a cinco personas de mi equipo para llegar a los objetivos establecidos mes con mes.
 - Desarrollar la fuerza de ventas de la empresa.
 - Definir los roles de cada miembro del equipo de ventas.
- Logro:
- Aumenté la rentabilidad comercial un 25% en el último año a mi cargo.

2017-01 - 2017-12

2018-01 - 2019-06

2019-09 - present

Curriculum Basico El

S Marginson



Curriculum Basico El:

Curriculum Basico El Book Review: Unveiling the Magic of Language

In an electronic era where connections and knowledge reign supreme, the enchanting power of language has are more apparent than ever. Its ability to stir emotions, provoke thought, and instigate transformation is really remarkable. This extraordinary book, aptly titled "**Curriculum Basico El**," compiled by a highly acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound affect our existence. Throughout this critique, we shall delve to the book is central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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