

# 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

**Roman Wölfel**



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