

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

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Table of Contents Curriculum Basico El

1. Understanding the eBook Curriculum Basico El
 - The Rise of Digital Reading Curriculum Basico El
 - Advantages of eBooks Over Traditional Books
2. Identifying Curriculum Basico El
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Curriculum Basico El
 - User-Friendly Interface
4. Exploring eBook Recommendations from Curriculum Basico El
 - Personalized Recommendations
 - Curriculum Basico El User Reviews and Ratings
 - Curriculum Basico El and Bestseller Lists
5. Accessing Curriculum Basico El Free and Paid eBooks

- Curriculum Basico El Public Domain eBooks
 - Curriculum Basico El eBook Subscription Services
 - Curriculum Basico El Budget-Friendly Options
6. Navigating Curriculum Basico El eBook Formats
 - ePub, PDF, MOBI, and More
 - Curriculum Basico El Compatibility with Devices
 - Curriculum Basico El Enhanced eBook Features
 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Curriculum Basico El
 - Highlighting and Note-Taking Curriculum Basico El
 - Interactive Elements Curriculum Basico El
 8. Staying Engaged with Curriculum Basico El
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Curriculum Basico El
 9. Balancing eBooks and Physical Books Curriculum Basico El
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Curriculum Basico El
 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
 11. Cultivating a Reading Routine Curriculum Basico El
 - Setting Reading Goals Curriculum Basico El
 - Carving Out Dedicated Reading Time
 12. Sourcing Reliable Information of Curriculum Basico El
 - Fact-Checking eBook Content of Curriculum Basico El
 - Distinguishing Credible Sources
 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development

- Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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