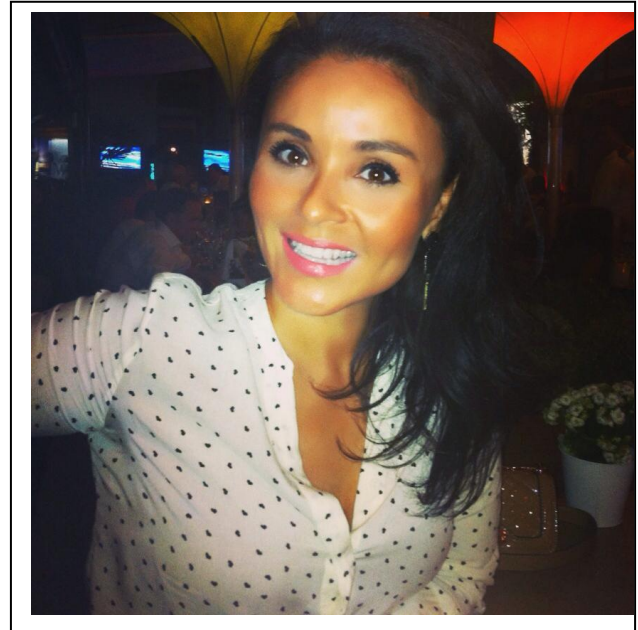


Sales, Events & MKT Executive rosane@emirates.tur.br

DESIRED POSITIONS

- 1- Sales Executive
- 2- Retail Manager
- 3- Events Coordinator
- 4- Sales Coordinator
- 5- Customer Services Coordinator
- 6- Real Estate Agent
- 7- Head Hostess
- 8- Marketing Assist.



PERSONAL DETAILS

Full name – Rosane Oliveira

Specialist in leading champion teams.
Forming high-performance salespeople is possible!

Weight in Kg – 64

Height in Cm - 168

Email - rosane@emirates.tur.br

[Please request to see my Diplomas + Certificates + Reference Letters](#)

Mobile +5511 99741-1671 – you may call me anytime for job interviews
(only serious and professional issues please)

I HAVE 10 years of experience in the above positions

I CAN live and work in the Middle East for 2 years

Languages

Languages	Speak		
	Excellent	Good	Basic
ENGLISH	X		
Spanish		X	
German			X

EDUCATIONAL & PROFESSIONAL QUALIFICATIONS

- 1- My graduation is in Languages – English/Portuguese – 1996/2000
- 2- My MBA is in Marketing – 2005/2007

TRAINING COURSES

- 1- Life Coaching - 2013
- 2- High Performance Sales - 2013
- 3- Sales and Negotiation – 2018
- 4- Retail Managers Program - 2011

EMPLOYMENT HISTORY

COMPANY: YAMAMURA MEGASTORE - Considered the largest megastore in the Latin American segment, the brand has a mix of more than 18 thousand products, highlighting the exclusive and imported items of contemporary crystal lines, as well as a wide variety of chandeliers, pendants, washers, lampshades , luminaires, spots, ceiling lamps and fans, being still reference in LED in Brazil.

Website : WWW.YAMAMURA.COM.BR

from JAN/2018 **to** DEC/2018

Position : SALES MANAGER

Job description -

As a sales manager I led the sales routine, the quality of customer service, followed the negotiations of the 64 sales people. Last April I took over the Projects area, I started to lead 9 architects/lighting experts and 12 light designers specialists.

The area was like an inside sales, my team had to give the first sales attendance and to make an interview with the customers to get as much information as possible, after that we had to assure that the deadline to do the lighting project was going to be respected, which were 5 days.

I implemented performance reports, quality index, satisfaction surveys, trained the architects to be salesmen, held feedback meetings with the teams once a week, changed all the communication of emails, communication on social networks to become more positive and commercial .

I was also responsible for the relationship with the architects who bought in the store, held events in suppliers sites, work shops with innovative themes for architects, lectures, among other actions of relationship and actions to drive new business.

COMPANY: LOPES – Specialists in the real estate market

Website : WWW.LOPES.COM.BR

from JAN/17 to DEC/17

Position : SALES EXECUTIVE

Job description -

As a sales executive I was responsible for the qualification of São Paulo real estate leads, it was also my responsibility to negotiate the transition from real estate small companies to Lopes franchise system. I was actively prospecting, working at least 70% of the time out of the office, formatting proposals, managing business reports, conducting meetings and lectures, closing contracts, and after selling.

COMPANY: HAIDEE TRAINING

from JAN/15 to DEC/16

Position : CHAIN STORE MANAGER

Job description -

As a store chain manager, I was responsible for developing the franchise sales team, developing new processes and new performance reports, to train the managers, the salespeople and the staff as well, make adjustments to the positions and functions of franchised stores positions/functions on-site and applying the methodology “hidden client” in order to check if the team was using all the methodology. It was also my job to hire new employees to the stores, mainly for sales field.

COMPANY: SECOVI

Website : WWW.SEKOVI.COM.BR

from DEC/2010 to JAN/2014

Position : SALES MANAGER

Job description -

I worked as a sales area manager and led 3 teams, the first team had to sell sponsorships for real estate business events, the second team was responsible for recruiting new companies to join Secovi Syndicate, and the last team was responsible to sell ads for the Secovi magazine. I had a team of 11 sales executives. My routine was to hold sales meetings on Mondays, to motivate and to train salespeople, track visiting reports, track salespeople on visits, hold meetings with the financial area and events area to create new products, to do marketing actions with the area, managing the area's KPIs, managing administrative reports, leading sales of business events and to answer the customers needs right way and keep track of the after-sales too.

COMPANY: COMGAS – Natural Gas Distributor

Website : WWW.COMGAS.COM.BR



from JUN/2006 to OCT/2009

Position : SALES EXECUTIVE

Job description -

I worked at Comgas as a sales executive, my responsibilities were to manage customer portfolios, prospect new clients, most part of my day was on the streets visiting new clients and visiting old clients, it was a direct sales job.

After closing the sales I had to manage the gas installation deadlines in the clients' homes.

I used to make presentations to more than 30 people every week to explain the benefits of natural gas in people's homes.



Why should I be hired ?

I consider myself confident, independent, self motivated, and a person who loves meeting new people, new cultures.

It was certainly the reason because I decided to study English to know how to communicate with the people around the world and to be able to travel anywhere.

I have lived abroad twice, one in the United States for 1,6 year and the last time in Germany for almost 8 months, both experiences were very valuable, they prepared me well to deal with the differences between people's cultures.

I am a person who always tries to see things on the bright side, I like to laugh, smile and listen to people's stories and this was very important to help me in my professional life in Sales field.

I do believe that the best is yet to come, so we have to be ready for new changes in our lives.

One thing that I consider very important to help me being motivated and always ready for new challenges is my habit to practice sports. In this way I keep myself fit and healthy.

Please call me today for a job interview !!

Date 04/02/2019