

JAIME FERNANDEZ

SALES & MARKETING

INTRODUCTION

Bilingual professional with more than eight years of high volume sales experience. Energetic consultant who loves face to face interaction in different sectors. Seeking to obtain a position focused in marketing and sales in a company that would benefit from my aptitude and expertise to contribute to the organization's goals.

PROFESSIONAL SKILLS

- Customer service oriented.
- Excellent communication.
- Consistently meets sales goals.
- Results oriented.
- Proficient in Oracle Accounting Software.
- Fast learner.
- Positive attitude

CONTACT DETAILS

j.fernandezmartialay@gmail.com
636-288-6637
550 S Park Road, Hollywood, FL
33021
[Linkedin](#) Jaime Fernandez Martialay

LANGUAGES

- Spanish - Maternal language
- English - Spoken and written working knowledge.
- Portuguese - Spoken and written knowledge basic skills.

ACCOMPLISHMENTS

- Nationally Top ranked Sales Rep in Cydcor.
- Received awards for being the Number One Sales Rep out of 700 reps in Quill Campaign.
- Promoted to Leadership after a month of employment.

CAREER PROGRESSION

REGUS IWG PLC - SALES MANAGER

Miami, Oct 2019-Present

- Generate new business for Regus.
- Supervise sales targets and metrics, such as pipeline management.
- Generate deals and revenue by taking a proactive approach to planning and closing business.
- Foster thru calls, meetings and visits a better relation to acquire new accounts and increase revenue

SPARTA CONSULTING GROUP - ASSISTANT MANAGER

Hollywood, Sep 2014- Oct 2019

- Leads a management training sales office specializing in Office Supplies.
- Supervise the outsource marketing sales team for Sparta Consulting on behalf of Quill.com.
- Acquire and retain customers for the Quill campaign. Manage, train, and lead a team of 20 Sales Associates.
- Communicate with the owner to create strategies and exceed sales objectives.
- Trained more than 200 staff members on protocols and best practices, resulting in over 50% growth QPG sales for Quill.

LINDENDENWOOD UNIVERSITY - GRADUATE ASSISTANT

St. Charles, May 2013- May 2014

- Organized and coordinated student-worker schedules, handled absentees and rescheduling.
- Supervised student workers while they conversed with other students learning a new language in the language lab.
- Analyzed information acquired in the language lab and presented to professors.
- Worked closely with professors to find substitutes for them when the professors would be absent from lectures.

ACADEMIC BACKGROUND

LINDENWOOD UNIVERSITY

MBA in Marketing May 2013- May 2014

LINDENWOOD UNIVERSITY

B.A. in Business Administration January 2011 - May 2013

REY JUAN CARLOS I UNIVERSITY

B.A. in Finance & Sales Administration September 2009 - December 2010