

## CONTACT INFORMATION

### Email

yumila.reyes@gmail.com

### Phone

+1 (786) 661 6447

### Link

linkedin.com/in/yumilareyes

## SKILLS

- Quick adaptation to changes and new work teams
- Strategic thinking and problem solving
- Communication skills
- Leadership experience
- Advertising, Sales and Marketing
- E-commerce and digital strategies
- Organizational skills with time and tasks
- Administrative management
- Digital skills: Graphic & Web design, Social networks

## LANGUAGES

### Spanish

Native

### English

Fluent

### OTHER:

#### Italian

Intermediate

#### French

Elementary

## DIGITAL SKILLS

- CAMS, Eurowin, CRM
- Microsoft Office, Prezi
- Adobe Photoshop, Adobe Acrobat Professional, Corel Draw 9, Illustrator CS6
- Youtube, Stupeflix
- MS Access / Dbase III
- Open Proj
- Wordpress, Shopify

## Yumila Reyes Delgado

Marketing and ecommerce specialist with more than ten years of professional experience working in the international market. Experience in business administration, supplier management and customer service.

Developed various E-Marketing plans and market research for different companies.

## EXPERIENCE

USA

2022- present

### Administrative & Customer Relations Assistant

#### Veggies Petit Pois, INC

- Perform administrative functions: process and ship orders; make invoice, forms, applications and requests.
- Communicate with customer through various channels, resolve client problems and promptly respond to their inquiries.
- Coordinate with the production department as needed in order to guarantee on time shipping of all the orders.
- Ecommerce management (optimization, updating and sales)
- Telemarketing

Spain

2020 & 2021

### Marketing Consultant

#### Geni Graf Pack, SL

- Developed the E-Marketing Plan and Business Expansion Proposal.

Spain

2019 - 2020

### Equity Partner

#### Also Deal SL

Spain

2015 - 2019

### Sales & Marketing Specialist

#### Diempi Online SL

- Worked as a Senior E-commerce Vendor in the European market.
- Developed strategies for E-marketing and E-brands.
- Trained, supervised and delegated tasks to a team of 5 people.
- Managed client accounts (Wholesalers / Distributors / Retail / E-commerce) and a catalog of more than 15,000 products in the Marketplace: Amazon, Ebay, Groupon, Rue du commerce.
- Worked on team projects for new products and services available to clients.
- Created graphic and web design with IT tools.
- Prepared the annual budget of my clients' accounts and carried out the follow-up of the projects.

Spain

2011 - 2014

### Sales Representative

#### Natural Eco-Store

- Worked on team projects for new products and services available to clients.
- Developed and managed the database of suppliers and customers. Maintenance and updating of the e-commerce.
- Assisted customers with inquiries, issues and concerns.
- Coordinated the advertising campaigns.
- Managed the warehouse with 3 people in my charge.

Spain

2010 - 2011

### General Manager- Años 50 Hotel

#### Giraldilla Restoration Services SL

- Managed the staff of 7 people and the portfolio of clients and suppliers.
- Negotiated business agreements with travel agencies and booking websites.
- Developed and executed advertising campaigns.
- Performed administrative functions (billing, reservations, payments to suppliers, account statements).

## EDUCATION

Spain

2014 - 2015

### International Sales & Marketing. Certificate of professionalism.

#### CREA Aragon's Business Confederation

Cuba

1999 - 2005

### Bachelor's Degree in History of Art.

#### University of Havana (Homologated degree in Spain)