

Client Name

Territory Manager

Accomplished and service-oriented professional with extensive experience designing strategies to grow regional revenue by satisfying customer needs as well as utilizing consumer research to maximize potential revenues in demanding and challenging environments. Skilled in creating / increasing brand awareness and meeting territory sales and profitability goals, while adhering to company standards. Instrumental in providing on-site technical support during processes to ensure accurate use of products. Adept at monitoring competition by gathering current marketplace information on pricing, products, and promotions. Possess excellent communication, public speaking, negotiation, problem-solving, multitasking, and analytical skills.

Areas of Expertise

- ◆ Customer Satisfaction
- ◆ Market Analysis
- ◆ Budgeting & Forecasting
- ◆ Sampling
- ◆ Production Process
- ◆ Revenue Maximization
- ◆ Strategic Planning
- ◆ Auditing
- ◆ Brand Awareness

Professional Experience

YPF SA, Tucuman, AR Territory Manager

2014 – 2020

Headed 21 points of sale to maintain commercial relationship with franchise owners in order to continue territory growth and continuously boost bottom-line profits. Carried out market analysis of each point of sale to increase efficiency with greater accuracy. Supervised generally of each point of sale, such as commercial and technical to ensure seamless workflow. Devised marketing and business masterplan for each point of sale to excel in achieving company goals.

- Accomplished with Health and Safety annual masterplan, reducing 10% incidents and Annual Capacitation Plan by reaching over 90% of employees.
- Increased market share of company over +2% as well as sold +12% of volume of products, while complying with company standards.
- Resigned 100% of actual franchisees for business expansion along with getting three new franchisees.
- Improved +20% image perceived of franchisees to regulate future action plan.

YPF SA, Salta, AR Sales Analyst

2009 – 2011

Performed analysis, definition, and proposal of sales goals for commercial region to increase overall profitability. Developed planning and monthly sales budget to reach financial goals. Prepared reports for management of region and profits before taxes for all branches to streamline company's operations.

- Increased sales and turnover volumes through attainment of optimal levels of personal performance and accomplishment.
- Achieved 95% of accuracy of sells forecast and 100% of Individual forecasts for each region of area due to personal excellence and skills.
- Acted as central repository contributor in selling +8% of volume of products to meet company goals.

Additional Experience as **Quality Audit Internship** at Phillip Morris, Salta, AR

Education

Industrial Engineering | National University of Salta, Salta, AR

Professional Training

TOEFL IBT (94 / 120 pts)

Oil Reservoirs Specialization | YPF SA, Bs, As, AR