



**Adriana Alejandra García Salinas**

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**OBJETIVE**

Being part of a team, creative and professional, providing the knowledge and experience that I have been learned during these career path years.

**EXPERIENCE**

Feb 2013

**Sales Manager Chile**

Up today

CPS Chile (Peruvian Electrical Supply company for Mining)

In charge of:

- Mapping arm of the mining industry in Chile.
- Identify new business opportunities.
- Establish networks of local contacts to facilitate negotiation and new business.
- Coordination of existing projects.
- Coordination of the technical visits to prospects Chilean.
- Generation Management Report to Head office in Peru
- Chile sales

Nov. 2011

**Area Sales Manager**

Oct. 2012

Regus Management Ltda. (Real Estate office leases multinational)

Sales & Business Development

- Generate profitable new business within the territory by managing entire sales cycle from lead/enquiry development, sales tours, marketing and sell all product lines, negotiating and closing deals with prospective clients.
- Sales quota, consolidation and reporting to Argentina.
- Network with local market brokerage firms/agents
- Lead generate, source and maintain positive relationships with existing clients that result in new business leads and maximizes opportunities for expansions and renewals to enhance revenue stream.
- Actively pursue client expansion & renewal leads
- Ensure high client retention in line with company retention targets

- 2010-2011     **Business Development Manager**  
 Storbox S.A. (Iron Mountain multinational subsidiary, document storage)
- Responsible management of large, international and important accounts.
  - Development loyalty program for existing customer.
  - Search for development of new lines of business by improving the cross sale.
  - Coordination of activities for new business development.
  - Internal Marketing, satisfaction survey.
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- 1996-2008     **Customer Service (8 years)**  
 Mars Cono Sur (multinational distributor of products, pet: Pedigree, Whiskas, Snack: M&M, Skittles, Snickers, among others)
- Provided support to the sales team, ensuring all sales and service objectives were met.
  - Assisted in the development of new policies and procedures.
  - Prepared weekly sales reports for the sales team and sales management.
  - Participation in the first scorecard made to measure service of one of the most important customers.
  - Generation of action plans for measurement parameters, such as case fill, on time on complete rejection.
- Administrative coordinator (based in Chile and Argentina - 4 years)**
- I was the first recruitment for Chile, during the first year I worked in marketing, sales, finance, human resources. I developed functions of each department, until every one of those positions were filled.
  - I worked assisting to Management Team in Argentina
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- 1995-1996     **Executive Bilingual Secretary of General Manager**  
 CyD Internacional (Fruit Export)
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- 1992-1994     **Bilingual Secretary of Commercial Department**  
 Unifrutti Traders (Fruit Export)
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- 1992     **Training** Entel Chile as Executive Bilingual Secretary at international coordination department.

## **EDUCATION**

2013	Ongoing Diploma in “Evaluation of Projects” Universidad de Chile
2012	Diploma in Marketing Universidad de Chile
2012	Course: Strategic Management Universidad de Chile
2011	Course Negotiation and Pricing Universidad de Chile
2010	Certification in International Business by the School of Business Tulane and Universidad de Chile
2010	Diploma in Business Management Universidad de Chile
1998-2003	Engineering of Business Administration Universidad Central de Chile
1989-1991	Executive Bilingual Secretary Instituto Chileno Norteamericano de Cultura

## **SKILLS**

- Fluent in English.
- Knowledge in using word, excel, SAP, Access
- Able to quickly learn new software packages
- Able to travel and move any other country