

PABLO CABRAL

**Sr. Account executive**

# WORK EXPERIENCE

# SKILLS

### **Nourish an honest, clear communication style.**

* Strong Team work
* **Confidence - maintaining a positive attitude.**
* **Motivate others with example.**
* **Resilience - communicating with conviction.**
* **Active listening - understanding the customers' needs.**
* **Use psychology to engage the buyer.**
* **Establish trust with the buyer.**
* **Self confident.**

# REFERENCES

Jorge Villar   
Buenos Aires printing CEO   
Buenos Aires printing srl   
phone: +54 9 11 5307-8834   
[jvillar@veryjet.com](mailto:jvillar@veryjet.com) | [www.veryjet.com](http://www.veryjet.com)

PERSONAL DETAILS

**DNI: 32669675** / Date of birth: 11/06/86

Civil status: Single / Passport: AAF299859

USA VISA: B1/B2 / Driver license: B1

Address: Flat D / First Floor / 4122 Olleros Street, Buenos Aires

Mobile phone: +541121775791

E-Mail: [pablocabral86@hotmail.com](mailto:pablocabral86@hotmail.com)

**Buenos Aires Printing SRL - Account executive Sr - Dic 19 - Until present**

Generate $30 millions in sales for the company, $2 millions per month, conduct cold calling, and execute lead generation activities. Deliver sales presentations and product demonstrations to prospects and recommend customers.

Coordinate cross-functionally with sales and product marketing teams to drive promotional campaigns and execute marketing events

Utilize Salesforce CRM to conduct sales reporting and maintain prospect database.Two employees in charge

**Tecnogo Sistemas SRL - Account executive Sr. - Feb 16 - Dic 19**

Studying and examining the business trends and global business conditions of the establishment as per the rules and policies of the import administration. Developing business strategies for the development of the organization and implementing tasks in order to yield correct and exact data on time as and when required. Negotiate with national and international suppliers. Attorney in fact. Ten employees in charge

**Lenovo - Certification Specialist - Sep 15 - Feb 16** Coordinate electrical certification in Lenovo Argentina. Work with the foreing trade department, laboratories, certification institutions and Government to certified power supplies, computers and servers of Lenovo brand.

**Siqat - Certification Specialist July 14 - Feb 16**

Coordinate electrical certification in Argentina. Working with the first technologies brands and Institutions.

**NCR Corporation - Help Desk April 13 - July 14**

Bilingual Hardware support SABRE System. Caribe and Latin America area.

# EDUCATION

International Business - not finishes

PE Teacher - 2010

Electronic Technician - 2005

IDIOMS

Spanish = mother tongue

English = bilingual

Portugues = biginne