



FEDE CACCIABUE

ABOUT ME

Experienced professional in team management, sales, and business development across diverse sectors. Advanced skills in Excel, SAP, and fluent in English. Strong academic background in Human Resources and Ontological Coaching. Recognized for leadership, adaptability, and effective communication.

EXPERIENCE

○ Professional Rugby Player

Jan 2023 - Aug 2023

Yacaré XV | Asunción, Paraguay

- Super Rugby Americas

○ Key Account Manager | LATAM

May 2022 - Jan 2023

PDA HRTech | Buenos Aires, Argentina

- Managed CJM: prospecting, negotiation, setup, onboarding, and client onboarding processes.
- Developed sales strategies: ICP building, value proposition, sales process for new products.
- Structured sales pipeline: funnel stages (HubSpot), touchpoints, timing, and actionable items.
- Reporting: OKRs and KPIs through dashboards (HubSpot).
- Presented strategic status updates to management and cross-functional teams.

○ Business Manager

Mar 2020 - May 2022

Quercus Natural Market | Buenos Aires, Argentina

- Managed and coordinated commercial area.
- Professionalized and standardized new purchasing and sales processes.
- Led a team of 13 (sales managers, analysts, supervisors, and executives).
- Monitored main KPIs.
- Managed budgets and P&L by business units.
- Communicated and collaborated across all company departments.

○ Compensation Analyst

Sep 2018 - Dec 2018

Natura Cosméticos | Buenos Aires, Argentina

- Handled employee lifecycle and onboarding.
- Managed AFIP entries, Service Certifications, Article 80.
- Compiled employee records.
- Developed and monitored annual payroll and departmental expenses budget.

Provided internal customer support.

○ Benefits & Quality Trainee

Apr 2017 - Sep 2018

- Co-created Regional Benefits Program ensuring regional consistency and local relevance.
- Supported implementation of new benefits across operations.
- Coordinated Argentina Benefits Committee to foster diverse opinions and new proposals.
- Defined and executed communication plans for Natura's benefits.
- Managed and tracked budget for Argentina operations.

Negotiated with local suppliers for budgets and activations.

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EDUCATION

Ontological Coaching Certification with Neurosciences Specialization

2019 – 2021. CEOP

Degree in Human Resources Management

2014 – 2018. Universidad del Salvador

SKILLS

- Leadership
- Team Management
- Analytical Thinking
- Effective Communication
- Adaptability

Emotional Intelligence

TECHNICALS

- Excel
- SAP software
- HubSpot CRM software
- Agile project methodology

LANGUAGES

- Spanish (Native)
- English (Advanced)