

PROFESSIONAL EXPERIENCE

Logistic Operations And Customer Success Coordinator

Shippify Dec 2017 - Jul 2018 Brazil

Responsible for managing operational tasks and building relationships with clients and partners in Sao Paulo.
Results : Developed the process to evaluate customer success and find solutions, trained new delivery driver partners, and liaised with the operations and technology teams to develop SAAS.

Insurance and Private Pension Sales Consultant

Ethos Prev Aug 2016 - Oct 2017 Brazil

Responsible for prospecting new clients, evaluating their needs and closing sales. Also responsible for social media and blog post planning.
Results : Established online profile of company by creating a website, blog page, social media pages and inbound marketing plan.

Associate Market Manager Jr.

Dorms.com Nov 2015 - Jul 2016 Portugal

Associate market manager responsible for prospecting hostel partners in Brazil and Portugal, building strong partner relationships with them and educating them to use and update the platform.
Results : Developed sales development, negotiation and communication skills. The portfolio of clients in Portugal were increased by 50%.

ACADEMIC EXPERIENCE

Fundacao Getulio Vargas Mar 2018 - Jul 2018 Brazil

Public administration

Universidade de Sao Paulo Feb 2009 - Dec 2014 Brazil

Anthropology, Political science, Sociology


SUMMARY

I am a 28-year-old Brazilian from São Paulo with a degree in social sciences who plan to start a master degree in public management. I am passionate about social impact, entrepreneurship and politics

LANGUAGES

Portuguese	Native
English	Bilingual
Italian	Beginner

SKILLS

Advanced 

- + Adaptability
- + Collaboration
- + Facilitation
- + World citizenship
- + Sales

Intermediate 

- + Community Development
- + Empowerment of others
- + Language Teaching