



Fabio Kerguelen

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I am an Industrial Engineer and Marketing Management Specialist with exceptional interpersonal skills, a first-rate work ethic and a friendly, outgoing personality. I am dedicated in my approach to my work and I possess natural leadership and problem-solving skills. As a self-motivated individual, I am confident in working both as part of a team or individually.

I am very proactive and highly adaptable, which is why I am actively seeking a new opportunity that will challenge me and allow me to further develop my skills while I study in Australia.

Work Experience

Coca-Cola FEMSA

Sales Manager- Sep 2015 - Oct 2019

Barranquilla, Colombia.

Promoted from sales employee to sales manager after 1 year of employment

Responsibilities

- Manage a team of 15 staff members.
- Guarantee operational indicators such as: increasing sales, coverage of products and distribution of advertising material (POP) and refrigerating equipment.
- Providing effective advice to team members on management and negotiation issues with clients.
- Client management (Across roughly 3500).
- Supervising, training and coach vendors.
- Liaise with key stakeholders and negotiate as required.
- Client acquisition.
- Leading weekly meetings with sales force to communicate objectives and marketing initiatives.
- Identifying opportunities and initiatives vs competition and establish work plans.
- Maintaining an up to date customer database.

Fandango Bar-Restaurant

Waiter – Jun 2014 – Jul 2015

Monteria, Colombia.

Promoted from Kitchen Hand to Waiter after 3 months of employment

Responsibilities

- Keeping food preparation areas clean.
- Assisting with food preparation.
- Receiving, lift, handle, chop and store food deliveries.
- Cleaning benchtops, floors, ovens, kitchen equipment and appliances.
- Washing dishes, pots and utensils.
- Greeting guests and accompany them to their tables.
- Presenting menus and respond to any queries regarding menu items.
- Taking orders and Delivering food to tables.
- Collecting payments from customers.
- Cleaning tables, work areas and counters after patrons have finished dining.

Café Cordoba

Sales employee – May 2013 – Nov 2013

Monteria, Colombia.

Responsibilities

- Selling traditional and instant coffee to individual stores (1500 stores nationwide).
- Negotiating with existing customers.
- New client acquisition.
- Attending and supervise events and supermarket tastings.
- Increasing sales and position the brand to achieve increased customer satisfaction.
- Designing strategies to optimise marketing and distribution processes of products.
- Logistics management.

Education

Postgraduate degree: Marketing Management

Bolivarian Pontifical University

Monteria, Colombia 2017

Industrial Engineer

University of Cordoba

Monteria, Colombia 2014

Personal Attributes/Qualities

- Reliable
- Personal presentation
- Punctual/Timely
- Organised
- Proactive
- Optimistic

Skills

- English (Second Language)
- Spanish (Native Speaker)
- Multitasking
- Hard working
- Team player
- Quick Learner

Certificates

Responsible Service of Alcohol (RSA) - (CBD College) – 11 January 2020

Australian Barista - (CBD College) – 12 January 2020

References

William Gill. Director - Fairclove(Corporate Consultants)

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william@fairclove.com

Jorge Diego Vallejo. Sales Manager - Coca-Cola FEMSA

Mobile: +57 313 394 0144

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Jairo Mantilla Aicardi. Manager - Fandango Bar-Restaurant

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Cesar Ganem Páez. Commercial Manager - Café Córdoba

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