



JUAN MANUEL MEJÍA

PROFILE

B2B SaaS sales expert, deal closer and client oriented. Bilingual on English and Spanish.

CONTACT

Phone:
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Date of birth:: 17/06/1994
Age: 26
Citizenship: Spanish / Mexican
DNI: 27412675X

EDUCATION

Universidad Anáhuac Querétaro
August 2013 – December 2017
International business and Foreign Trade
Academic Excellence award

EXPERIENCE

Sesame HR – Latam Sales Manager

October 2020 – Present Day

- B2B SaaS Sales
- Define entrance strategies to LATAM market
- Help on the market study
- Prospecting and closing deals
- Search for strategic partners on each region
- Work with marketing team on inbound campaigns
- Inbound sales cycle

Mr. Jeff / Jeff App – Sales Executive

August 2019- September 2020

Sales executive on technologic franchises startup. Started as SDR, within a month got ascended to executive.

Roluj Papelería S d RL– Sales and Operation Manager

August 2017- June 2019

Stationery supplier for offices

In charge of daily basis operation. Delivery logistics, inventory, as well as supplier negotiations.

Managed satisfactorily the company's first import ever

Transportes y Grúas Auriga – Purchasing intern

January 2017- July 2017

First job as an intern while I was still studying.

Help with quotation as well as negotiation with different suppliers

APTITUDES

- Deal Closing
- English language
- CRM
- Microsoft Office
- Negotiation Skills and persuasion
- Analitical
- Consultant Sales