

LIC. ROBERTO PATIÑO GROBIEN

Business Administration

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PROFESIONAL EXPERIENCE

March 2020 - Prudential Financial

Currently Job Title: Partner

- Youngest Partner in the North-eastern Region of Mexico.
- Development of customer portfolio, managing portfolio, sales closing, and training personnel.
- Development of team of 8 participants in less than 6 months.

Key Lessons

- ✓ Recruitment process.
- ✓ Team motivation.
- ✓ Financial sales projections.
- ✓ Full understanding of sales cycle from obtaining leads to closing a sale and giving customer service.
- ✓ Motivating different employee profiles (age, gender, and background).
- ✓ Adapting to change (sales through virtual tools such as video calls).
- ✓ Insurance sector knowledge.

Feb. 2017 - ERNST & YOUNG (Big Four)

August 2018 Job Title: Staff-Global Trade

- Global Trade and Commercial Trade Consultant.
- Financial models for multinational companies.
- Saving costs implementing Import/export programs.
- Implementing IMMEX and VAT & IEPS Certifications.

Key Lessons

- ✓ Deliverables of the utmost high quality for multinational companies in English/Spanish.
- ✓ Negotiation with Government (SAT & Ministry of Economy).
- ✓ Financial Strategies for Multi-national clients.
- ✓ Tariffs, INCOTERMS, CT-PAT Program, IMMEX Program and VAT & IEPS Certifications.

Oct. 2018 - BUSTANI BAKERY –

March 2020 Food Processing Company

Job Title: Sales Representative

- In command of the Commercial Division of the Company.
- Creating leads, development of customer portfolio, customer follow-up.
- Inventory, accounting and financial reports.
- Implementing ERP Compact Commercial Pro.
- Attending several business Expos in order to prospect new business ideas for the business and/or possible clients.

Key Lessons

- ✓ Cold calling lead generating.
- ✓ Inventory control.
- ✓ Financial projections by time periods.
- ✓ Food industry knowledge.
- ✓ ERP know-how.
- ✓ Creating new sales channels.

FREELANCE

2020 CER Consulting

- Strategic Planning consultant for one of the top Universities in Monterrey, Mexico.

Key Lessons

- ✓ Creating a custom strategic plan depending on the needs of the client.

Part-time Jobs

2016 LAMOSA

- Treasury department assistance. Learning how to use SAP.

Education

- 2020** **NORTHWESTERN UNIVERSITY – Kellogg School of Management**
Course: High-Impact Selling: A Toolkit for Success
- 2011 - 2016** **UNIVERSIDAD DE MONTERREY**
Business Administration
- 2014** **CESINE SCHOOL OF BUSINESS**
International Business Management Degree.
Santander, Spain - Top 25 Business School
- 2008 - 2011** **AMERICAN SCHOOL FOUNDATION OF MONTERREY**

Abilities

- Bilingual
- Sales Cycle
- Teamwork
- Advanced Excel
- B2B and B2C sales.
- Strategic Planning
- Sales Close
- ERP Compaqt Comercial Pro.
- SAP.