

Jesús Alberto Osorno Montes
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Industrial Engineer with more than 15 years of experience in the areas of sales, distribution, customer service and training. Developing effective marketing systems as well as training and staff development, carrying out projects for the formation of care and service groups, with knowledge of quality systems in customer service and staff training, actively involved in the entire production process. , being self-motivated and leading to achieve the integration of all staff, in a positive way and paying attention to teamwork for development. In charge of personnel as well as their training, route management, sales, collection, maintenance, facilities, etc. throughout the western Pacific and lowlands. I have knowledge of lubricants such as oils and greases, working with refrigeration and air conditioning, as well as electrical, mechanical, hydrosanitary and industrial installations, doing projects in companies in the metal-mechanical industry, knowing about welding, tooling, cnc equipment and others.

PROFESSIONAL ACHIEVEMENTS

- Creation of sales groups.
- Development of distribution systems.
- Sales training and customer service.
- Design and calculation of refrigeration and air conditioning systems.
- Construction systems solution
- Development and execution of industrial facilities.

PROFESSIONAL EXPERIENCE

LEO LANSCAPE 2022~~2022 Delivery truck driver for internal and external customers as well as equipment checks, engines and spare parts, etc. that are required there

INDEPENDENT 2017~~ 2021 International trailer driver loading in Mexico and taking products to the final customer in the USA to different states of the country

OG MONTES Y MONTES 2014--2017 Sale and installation of pay TV General Management Responsibilities are personnel supervision, sales training, technical training, sales, achievement of objectives, company development, administrative activities (invoices, purchases, contracts, costs, etc.).

MUEBLES AMÉRICA 2013--2014 Sale of furniture, electronics and loans Head of Commercial Audit As head of audit I was in charge of the region that includes 4 states, Jalisco, Guanajuato, Aguascalientes and Zacatecas, responsible for auditing sales personnel to institutions, both in sales processes internal as well as in the knowledge necessary to carry out visits and advice to clients, there my functions are general auditing, inventories, training, generating sales strategies, solving internal and external problems related to sales, route planning of sales, personnel evaluations, supervision and fulfillment of goals, administration of sales areas, etc.

INDUSTRIA FORESTAL DE OCCIDENTE 2012-----2013 Wood Distributor Sales Coordinator Responsible for the supervision and sale of wholesale and retail in two sales areas in the west of the country as well as salespeople and assistants in the areas, management support with reports, customer follow-up, collection, projection, sales strategy, training, etc.

NEGOCIO PROPIO DE CONSTRUCCIÓN 2008-----2012 Distributor of construction products. Make the brand's products known, promoting, selling and advising them and thus be able to raise the level of trust and achieve the sale of the materials in the metropolitan area of Guadalajara as well as the state of Jalisco and the state of Michoacán.

DIPROFAM 2004-----2007 Drug Distributor Sales Manager Responsible for supervising vendors who sell the company's products in the area. Customer service applying sales techniques, warehouse distribution and queuing theory to optimize the areas of Jalisco Nayarit Michoacán Aguascalientes Zacatecas Guanajuato Etc. As well as training and recruitment of personnel.

GRUFAME 2000-----2003 Drug Distributor Sales Representative Responsible for selling the company's products in my area, which are the states of Nayarit, Aguascalientes and Zacatecas. Customer service applying sales techniques, distribution and queuing theory to be able to optimize the areas

TRACSA S.A. de C.V 1998-----2000 Marketing of Spare Parts Spare Parts and Service Coordinator Responsible for publicizing the company's products by promoting them and thus being able to finalize their sales, provide customer service. Covering the area of Jalisco and Colima.

Negocio Familiar 1994----1998 Refrigeration and Air Conditioning Responsibility for the repair and installation of air conditioning and refrigeration equipment such as hermetic divided chillers, package type cold rooms, etc. as well as in the training of mechanics serving national and international companies such as Pepsi, ICA KFC group, Pizza Hut, etc.

SCHOLARSHIP Ingeniería Industrial (Cedula y Titulo) ITESO.

ANNEX COURSES

Topic SALES WITH PLM

Topic THE ADVISORY SELLER

Topic TECHNICAL REFRIGERATION AND AIR CONDITIONING