

Mr. Andres Lenarčič,

has an impressive track record in international sales and market development, particularly in Latin America and Europe.

Professional Experience:

Area Sales Manager (AMERICAS, IBERIA) at DONIT TESNIT d.o.o. (Feb 2021 - Present, Medvode, Ljubljana, Slovenia):

Responsible for developing international markets in Latin America, the Caribbean, Iberia (Spain and Portugal), the USA, and Canada. Generates new sales leads, clients, and sales opportunities while developing existing ones.

Builds long-term relationships with new and existing customers and provides reliable technical sales support.

Supports current intercompany business in the USA.

Sales at OMEGA AIR d.o.o (Nov 2016 - Feb 2021, Slovenia):

Searched for and opened new markets in Latin America and Spain, including finding new distributors.

Provided backup for the Italian sales market, managing the entire sales process (offers, production, logistics, invoicing).

Engaged in B2B actions and market research for Latin America, digital marketing, and email marketing.

Developed business and pricing strategies for various markets (Italy, Spain, Portugal, and Latin America).

Regional Sales Responsible at Prysmian Group (Aug 2015 - Aug 2016, Argentina):

Exported low and medium tension cables to Uruguay, Paraguay, and Chile.

Imported and sold European electrical accessories for the local market.

Communicated with local and Latin American buyers, managed quotations for local and Latin American markets, and controlled the sales process.

Retail Projects and Auditory at GS1 Argentina (May 2014 - Oct 2014, Argentina):

Planned and monitored audits, managed ten fieldwork teams, supervised warehouse audits, prepared reports, and managed results using Qlickview Business Intelligence.

Education:

Industrial Engineering at Universidad Tecnológica Nacional (2009 - 2015)
Studies at the University of Buenos Aires (2009 - 2014), participated in language activities (German and Italian) at the Faculty of Philosophy and Letters.