

Ana Laura JUVINO

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Personal Summary

Highly motivated with a proven ability to coach, develop and strengthen people. Leading experience and highly successful in implementing business. Key strengths include the ability to meet and exceed goals. Possess excellent presentation, negotiation and communication skills.

Professional Experience

Beings At Companies Associate Founder

February 2019 – Actual

Associate Founder , executive Coach and Conscious Leadership Development at BC+ . Talent development at companies, engagement, culture and leadership training. Speaker Coach and High impact presentation. Training soft abilities and connecting them with the business purpose.

C-Connect Leadership Founder

March 2016 – Actual

Executive Coach for Top Management in Banks, Insurances and Laboratories Companies. Leadership Development working on active listening, effective communication, team work, and high impact presentations.

Meller Consultores SA Executive Coach

September 2015- March 2016

Executive Coach for Top Management in Banks, Insurances and Laboratories Companies. Leadership Development working on active listening, effective communication, team work, and high impact presentations.

SCHENKER ARGENTINA Country Sales Manager

February 2012 – March 2016

Develops the Country Sales Strategy. Steer and improve sales executive 's team performance through effective processes and performance measurement. Formulate in collaboration with team, the proposed Budget and business plan sales targets objectives and activities. Work up plans and targets for sales executives. Customer Segmentation. Coach Sales Team. Ensures achievement of country sales index.

SCHENKER ARGENTINA Route Development Manager

August 2009 – February 2012

Select and qualify Target customers. Plan and prepare meetings with customers. Define client's needs and problems in order to sell additional value services. Design customized solutions. Prepare value proposition and follow up. SOP/ Implementation Plan subject to client requirement. Develop strategies to achieve Asia / Pacific budget. Negotiate rates and service for Asia/Pacific lane.

JAS ARGENTINA Trade Lane Manager U.S

December 2007-July 2009

Select and qualify Target customers. Plan and prepare meetings with customers. Define clients need and problems in order to sell additional value services. Design customized solutions. Prepare value proposition and follow up. SOP/ Implementation Plan subject to client requirement. Negotiate rates and service for Us-Argentina Lane.

SCHENKER ARGENTINA S.A.

August 2006– November 2007

Customer Service

Ensure customer satisfaction, maintain ongoing client's relationships. Provide valued add services to external clients including attitude knowledge, technical support and quality of service in a timely manner. Operative Shipment Coordination: Reception , dispatch, purchase order follow up, claims. Prepare SOP and measure KPIs. Quote actual customers.

EDUCATION

Conscious Business Coach + Professional Coach	CBC Fred Kofman	2019
MDP-Management Development Program	Inner-Key	2016
Professional Certified Coach	UN DITELLA	2015
Driving Management Degree	DPO	2014
International Trade Degree	UB	2012
	UNLAM	2000- 2006

LANGUAGE PROFICIENCY

English level: Advance	AACI	1989-1999
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INTERESTS AND ACTIVITIES

Theory U – Leading from the Emerging Future	MIT edx	2017
Mindfulness Based on Stress Reduction	MIT	2017
Personal Coaching Program	Ingrid Rivera	2014
High Impact Presentations	DALE CARNEGIE	2012
Supply Chain Management	ARLOG	2010
International Transportation	CIRA	2007
Sistema María	CAC	2007
Local and international Negotiation	Fundación Bank Boston	2006

VOLUNTEERING

TEDxMálaga	Coach	2018
Persons to Persons	Life Coach	2016/2017