

Andrea Meneses

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Dynamic multilingual manager with a proven track record in international commodity trading, seeking opportunities in sales or purchasing within the food industry. Skilled in devising and executing sales strategies, nurturing key account relationships, and uncovering new business prospects. Adept at fostering collaboration within diverse teams, spearheading innovative projects, and forging strategic alliances to drive mutual growth for customers, associates, and shareholders

Experience

SALES MANAGER **Multiexport Foods, Inc.** January 2022 – November 2023

- Successfully expanded customer base from 4 accounts to 45+ accounts for fresh and frozen salmon products.
- Achieved over \$22MM in sales, simultaneously improving retention ratios and margins.
- Established business relationships with the largest publicly traded wholesale distributor in North America, facilitating significant growth opportunities.

SALES MANAGER RAINFOREST **Aquachile, Inc.** 2021-2022

- Achieved sales target, improving sales price by a 92% in 11 months.
- Developed and implemented successful sales plans and projection of the fresh and frozen inventory.
- Increased customer base by 35% by contacting database of potential customers.
- Prepared monthly sales report and projections.

LOGISTICS MANAGER **Aquachile, Inc.** 2019-2020

- Trained, led, and supervised the customer service department of 8 people.
- Participated in the SAP implementation at the company.
- Managed the on-the-spot inventory monitoring up to 2.5 million pounds weekly.
- Guided communications with stakeholders regarding warehouses, vendors, freight, and brokers.
- Led an improvement plan designed to modify the logistics operation for fresh salmon. Achieved yearly savings of 10% in operational costs.

CUSTOMER SERVICE REPRESENTATIVE **Aquachile, Inc.** 2016-2019

- Communicated with corporate clients on order processing, logistics, and billing.
- Maintained client fidelity during fluid price fluctuations and intense competition.
- Reduced short payments and late payments within the book of business by 60%.

OFFICE MANAGER **Florida International University** 2014-2016

- Assisted and supported 250 engineering professors and students with IT requests and lab reservations.

OPERATIONS MANAGER **Distribuidora Tagrup C.A.** 2010-2013

- Started and led an industrial embroidery distributor in Venezuela.
- Increased sales by 40% to \$300,000 annually by implementing of a new machinery brand called Tagrup.
- Participated in multiple international trade shows to network with vendors and customers.

Education

Master of International Business Florida Intl. University, Miami, FL (2014-2015)

Bachelor of Science in Business Hult International Business School, London, UK (2009-2010)

Bachelor of Liberal Arts, Universidad Metropolitana, Caracas, Venezuela (2005-2009)

Certifications

Certificated in Business Management, Universidad Metropolitana, Caracas, Venezuela

Certificate in Marketing Strategy, eCornell University, USA

Special Skills & Highlights

Bilingual: Fluent in English and Spanish

Practical background in business development, logistics, operations, and finance.

Wide expertise in using CRM, Excel, and SAP