

ARNALDO VILLAMIL

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No Sponsorship Needed

PRODUCT DEVELOPMENT / INTERNATIONAL SALES MANAGER / BUSSINES DEVELOPMENT

Dynamic and versatile sales leader with more than 20 plus years of high profile executive management experience. Pragmatic Manager specializing in driving companies to capture, grow and sustain major sales, profitability and market share. Provides vision and strategies to transform concepts into lucrative realities. Demonstrated business and operational management expertise leading strategic program and product development, B2B sales, direct consumer marketing and sales operations. Skilled at identifying and optimizing market entry to niche sectors. Strong experience in team building offering top record of profitability with deep experience in product development and management offering expertise in brand recognition, negotiations, and retail distribution. Business-minded negotiator adept in accelerating volume from stellar customer service that converts competitor clients. Known for successful new business development, competitive market share expansion, and customer relationship development. Leverage finely-honed interpersonal and time management skills to successfully direct team and increase profitability achieving corporate goals and objectives. Energetic and goal-oriented with genuine passion for sales strategy and well-rounded background in optimizing performance and growth. Astute communicator adept at establishing rewarding relationships to benefit business growth.

AP / AR • International Business • Business Development
Account / Territory Management • Bilingual • Managing Complex Products • Product Development
Product Enhancement • Product Life Cycle • Delivery • Business Development • Business Strategy
Product Requirements • Customer Requirements • Operational and Financial Goals
Technology Solutions • Metric • Territory Management • Product Support • Revenue Models
Process Models • Pricing • New Market Entry • Compliance • Global Sales
Global Business Development • Proposals • Negotiations • Forecasting • B2B / B2C • Market Analysis
Trend Analysis • Resource Management • Sourcing

PROFESSIONAL EXPERIENCE

LABCORP, Carolina • 05/2016 – Present

Provides leading-edge medical laboratory tests and services through a national network of primary clinical laboratories and specialty testing laboratories.

Branch Manager

Receive and process 1,200 blood samples daily, as well as, handling task delegation and performance management for Drivers, Customer Service Associates, Sales Representatives, and office staff. Ensure achievement of service expectations across major hospitals and independent laboratories, deliver key support to all Sales Representatives from subsidiaries doing business in Puerto Rico, and oversee logistics from inbound supplies, daily customer pick-ups, and shipping of all daily blood samples to numerous laboratories in the US. Coordinate and execute all service contracts between Government of Puerto Rico and LabCorp.

Achievements:

- Created and oversaw successful Zika study providing reliable results for patients through identification and implementation of all required regulations within hospitals and coordination with Laboratory Directors on staff training and supply procurement ensuring proper receipt, processing, and shipping of daily samples.
- Corrected pricing issues and slashed delinquency rate from 50% to 5% by conducting interviews with each patient identifying issues and analyzing pricing structure against individual patient needs, as well as submitting documentation to specific departments requesting changes.
- Reduced overtime from 8% of weekly payroll to 1.5% - 2.25% by participating in route drives analyzing and identifying shortcuts and swapping customers between Drivers for more efficient routes.

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BASH, LLC, Guaynabo, Puerto Rico • 02/2015 – 01/2017

Distributor of local Agriculture products for the big box retailers and supermarket industries.

Business Development Manager

Designed and negotiated supplier agreement between local flower farmer and Wal-Mart answering demand for locally grown products supporting sustainable supply chain.

Achievements:

- Skyrocketed sunflower sales 300%, within first two months of agreement, reaching optimized combination of fresh sunflowers at better cost with lower retail price by identifying grower in Naguabo, Puerto Rico and presenting sunflowers to buyer for approval, as well as designing packaging and launching social media campaign promoting launch in October for Sunflower Fest.

DELICIAS CANDY & UNIQUE BALLOONS, INC., San Juan, Puerto Rico • 08/1994 – 02/2015

Combination of wholesale and retail with wholesale for balloons and party goods industry and retail operation for candy and gift products.

Business Development Executive / Vice President

Developed and directed strategic direction of multi-tiered enterprise consisting of retail sites and wholesale arm distributing specialty balloons to local, national, and international chain retailers across the U.S., Canada, Middle East, and Latin America. Oversaw fiscal accountability, managed growth, led operations, and conducted business development efforts. Sourced domestic / international suppliers, as well as, managing purchasing, transportation, and logistics planning. Created all marketing and promotional strategies including print and radio advertising enhancing consumer awareness and increasing impulse buying.

Achievements:

- Increased Wal-mart 7% year-over-year for 10 years and subsequently applying system to other supermarket chains through execution of comprehensive market research for each store and tailoring inventory for each store based on specific demographics.
- Boosted balloon printing sales 15%, each year and lowered cost of inventory by utilizing Just-in-Time method of production, by purchasing printing equipment and doing designs in-house.
- Improved fresh baked goods sales 10% per year through construction of commercial kitchen within main warehouse by creating proprietary recipes, customized by season.

EDUCATION

Bachelor of Science – Accounting

The Catholic University of America – Washington, D.C.

FAMILIAR LANGUAGES

English • Spanish

TECHNICAL SKILLS

Microsoft Office Suite • Quickbooks • MAS200 • People Soft