

MÓNICA FUENTES LEIVA

BACHELOR'S DEGREE IN CHEMISTRY AND
PHARMACY.
J.V.P.Q.F. 4094



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📍 Santa Elena, La Libertad

ABOUT ME

Experienced Sales Representative skilled in building relationships, cultivating partnerships, retaining top accounts, and growing profit channels. Expert in account development and market penetration, resulting in expanded customer base and increased sales revenue. Bilingual in Spanish, facilitating effective communication with diverse clientele. Recognized for providing excellent customer service, conducting thorough research, and resolving conflicts. Possesses a flexible schedule and willingness to travel to meet client needs.

EDUCATION

University of El Salvador

Bachelor's Degree in Chemistry and
Pharmacy
2016 - 2020

Universidad Internacional de la Rioja

Master's Degree in Pharmaceutical
Marketing.
2023 - Current

SKILLS

- Sales strategy development
- Customer Needs Assessment
- Problem-Solving
- Honest and Dependable
- Time Management
- Attention to Detail
- Organizational Skills

LANGUAGES

- Spanish (NATIVO)
- English (EXCELENTE)

REFERENCES

- Julio Martí Candray

Oftalmólogo / +503 7039 0833

- Félix Reyes

Visitador Médico Asofarma

+503 7853 1763

- Guadalupe Castro / Jefe de Marca

+ 503 6463 6770

WORK HISTORY

Therapeutic Solutions Advisor in Relief

Procaps Lab / January 2024 - current

- Maintained up-to-date knowledge on industry trends and regulations, ensuring accurate advice was provided to clients at all times.
- Developed long-lasting relationships with clients to ensure consistent retention and loyalty.
- Managed risk effectively by closely monitoring client portfolios and making timely adjustments.
- Developed strong relationships with clients through regular communication and excellent customer service.

Natural Products Research Laboratory

Universidad de El Salvador | January 2022 - January 2023

- Contributed to successful audits by maintaining comprehensive documentation of laboratory activities and complying with regulatory requirements.
- Conducted thorough scientific literature reviews to stay updated on the latest research advancements.
- Implemented innovative approaches for extracting and concentrating substances

BPM Documentation Analyst

Laboratorios Suizos. | June - December 2021

- Extracted and condensed information and devised effective ways to document material.
- Collaborated with cross-functional teams for the development of comprehensive project documentation.
- Implemented document version control measures, minimizing confusion and errors due to outdated information.

Quality Control Analyst

Laboratorios LECC. | March - June 2021

- Provided support during the research and development phase.
- Ensured compliance with quality standards
- Managed and maintained quality assurance procedures