

Omar Medina Gómez

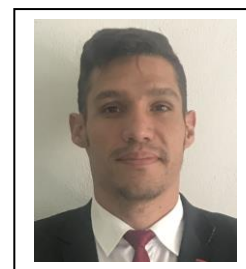
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English (B2), Spanish (Native)

26-03-1986



15 years of experience in management, leadership, customer service sales and communication.

Wine and champagne knowledge, people skills and leadership, CoverManager and The Fork domain, decisive and agile under pressure

Professional experiences:

(Apr 2022/ Currently) **SELLER** in **BLUE MARLIN IBIZA**

- Personalized attention and advice to VIP clients
- Promotion, sales and UpSelling of TopWines and high value Champagnes

(Jan 2022/ Apr 2022) **SALES MANAGER** in **OUTLIERS TECHNOLOGY INDUSTRIES, SL**

- Market analysis, identification of needs and detection of business opportunities in the different areas of the developed projects aimed at the main clients in the sector.
- Development of new products and design of the global offer to the sector together with those responsible for the different units of the company.
- Preparation of strategic and commercial plans, coordinating their implementation, as well as the achievement of the established objectives.

(Jul 2021/Jan 2022) **RESTAURANT MANAGER** in **GRUPO LMSSLM, SL**

- Planning and organization of staff schedules and work calendar.
- Control and management of billing, income and expenses.
- Development of strategic plans and sales promotions to increase billing and retain new customers.
- Stock control, inventory replenishment and detailed record of losses.
- Customer service and incident management.

(Jun 2019/Sep 2021) **RESTAURANT MANAGER** in **TOQUE DE SAL, SL**

- Planning and organization of staff schedules and work calendar.
- Control and management of billing, income and expenses.
- Development of strategic plans and sales promotions to increase billing and retain new customers.
- Stock control, inventory replenishment and detailed record of losses.
- Customer service and incident management.

Education:

2019: Training in wine tasting and pairing, ASEUNIV, Madrid, Spain

2017: Training in leadership and business development, Fundación Futuro Presente, Ccs., Venezuela

2012: Bachelor of Customs and International Trade, ENAHP, Ccs., Venezuela

2007: Bachelor of Aeronautics, Military Aviation School, Aragua, Venezuela

Hobbies and interests:

Fan of motorcycling, aviation and motor sports, skydiver, volunteer in foundations for the rescue of values and promotion of education in young people, tour guide and 4x4 adventure