

João Vitor Belasque

Commercial

Experienced professional with a strong background in commercial operations, possessing up-to-date knowledge of emerging developments and effective sales strategies and negotiation. Skilled in market analysis, trend identification, and leading product demonstrations. Committed to achieving performance goals and building strong industry relationships. Proficient in CRM and sales automation tools, committed to achieving performance goals and exceeding sales targets.

Work History

2024-03 Sales Representative

- present

Jeep, São Paulo

- Developed and delivered engaging sales presentations to convey product benefits.
- Generated new leads through networking and attending industry events.
- Provided exceptional services and pleasant shopping experiences to retail customers.
- Engaged in friendly conversation with customer to better uncover individual needs.
- Prioritized helping customers over completing other routine tasks in store.
- Met with existing customers and prospects to discuss business needs and recommend optimal solutions.
- Retained excellent client satisfaction ratings through outstanding service delivery.

2024-01 Expert Session Event Planner

- 2024-03

Brigk Air, Manching, Germany

- Verified overall customer plans to achieve sales and operations objectives.
- Monitored processes and procedures, making sure company met compliance regulations.
- Collaborated with company leaders to support consistency and best practices.
- Developed merchandise plan aligned with goals and strategies.
- Assisted in organizing and overseeing assignments to drive operational excellence.
- Established performance goals for employees and provided feedback on methods for reaching those milestones.
- Developed detailed plans based on broad guidance and direction.

2022-11 Event Planning

KPMG, São Paulo

- Performed event coordination for larger parties and gatherings.
- Coordinated schedules and timelines for events.
- Managed event logistics and operations.
- Managed administrative logistics of events planning, event booking, and event promotions.
- Monitored and controlled event expenditures to meet budgets.
- Coordinated travel and accommodations for event attendees.
- Created detailed timelines and budgets for events to meet all deadlines.
- Supported senior leadership by developing status reports on activities related to planning, scheduling, cancellation, inquiries, resourcing, risk mitigation, and proposal development for various events.



Personal Info

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LinkedIn

<https://www.linkedin.com/in/jo%C3%A3o-vitor-391567270/>

Skills

Problem solving strength

Lead prospecting

Attention to Detail

Telemation e-CRM

Sales proposal creation

Energetic and driven

Strategic account development

Software

Microsoft Office



Excel



Adobe



Planning and
Coordination



Languages

English

German

Portuguese

2022-08
- present

Event Organizer

HZ Eventos, São Paulo

- Coordinated schedules and timelines for events.
- Participated in strategy development and planning to grow organizing program and advance campaigns.
- Managed event logistics and operations.
- Managed administrative logistics of events planning, event booking, and event promotions.
- Brainstormed and implemented creative event concepts and themes.
- Communicated with catering, lighting and sound companies to obtain price quotes.
- Attended conferences and events to stay up-to-date with industry trends and planning standards.

2023-03

Commercial Assistant

Allianz, São Paulo

- Built relationships with clients to establish new contracts.
- Answered high volume of phone calls and email inquiries.
- Coordinated events and worked on ad hoc projects.
- Led staff and vendors in providing high level of service for owner and guests.

Education

2022-06
- 2025-11

Aeronautical Sciences, Bacharel in Aviation

Universidade Anhembi Morumbi, São Paulo

Courses

2023-05

Aerospace Engineering: Aircraft Fundamentals and Advanced - Lluís Foreman

2023-05

ANAC (Agência Nacional da Aviação Civil) - Prevenção do tráfico de pessoas e trabalho escravo

2022

Meteorology - EA

2022-11

Actor and Communicator - Ministério do Trabalho

2019-07

Tec. Informática

2024-05

Skybound: Exploring the Thrilling Evolution of Aviation

Hobby/Interest

Investment Clubs and Learning New Languages