MARIO JOSUÉ NUILA BARRIENTOS

Job Experience

- **Business Unit Revenue Manager – ABInbev (May 2023 – Present)**

Lead the Business Unit on Non-Alcocholic Beverages categories on revenue growth management. Create, Design & Execute strategies in order to maximize net revenue, margin of contribution, operating profit & market share domination.

• **Trademarketing Manager - Kimberly-Clark (January 2022 – May 2023)**

Lead the strategy of the trademarketing execution teams watching over all of the go-to-market models. Create protifability through commercial activities that were transformed afterwards transformed into EBITDA.

Regional Sales Manager Open Trade – CBC/Pepsi (February 2018 – January 2022)

Lead the sales team from the north region of traditional trade to achieve the objectives of volume, net sales, KPI, trade marketing and marketing plans. Bring profitability to the company via an excellent administration of budget, strategy and people. As well strong experience in revenue management, logistics, operations.

• **Sales Supervisor – CBC/Pepsi (February 2018 – June 2018)**

• **Trade Marketing Coordinator – CBC/Pepsi (August 2017 – February 2018)**

• **Management Trainee – CBC/Pepsi (January 2017 – August 2017)**

• **Logistics Administrator – Almacenes Siman. (Julio 2015 – December 2017)**

Contact Information

- Email: marionuila1@hotmail.com
- #: 7693-6137
- Age: 30 years

Academic Formation

• Universitat Politécnica de Catalunya (2020 -2021) Masters' Deegree MBA

• Pontificia Universidad Católica de Chile – Revenue Management & Strategic Pricing (2022-2023)

• INCAE Business School (2020) Postgraduate Course

• ESI School of Management (2011- 2015) Bachelor of Business Administration

Soft Skills

- Team Leading
- Marketing
- Trademarketing
- Revenue Management
- Native Bilingual

Job References

- Carlos Rodriguez – General Director CBC
Contact Number: 7600-7100

- Herberth Reyes – Human Resources Manager CBC
Contact Number 7841-3562

- Juan José Marroquin – CFO Tropigas
Contact Number 7874-6766