

- 28074, Ghemme Novara, Italy
- +39 348 652 8088
- margherusso79@gmail.com
- Export Sales developer
- Customer-focused
- Speaking 5 languages
- Drafting environmental sustainability disclosure
- Successfully contributing to company profits
- Excellent organisational skill to enhance efficiency and achieve outstanding sales
- Skilled at effective negotiations and upselling techniques

# **MARGHERITA RUSSO**



## **EXPERIENCE**

**Export Manager | Sustainability coordinator** Te-sa s.r.l. - Borgomanero 06/2023 - Current

- Export business developer
- Environmental sustainability disclosure
- Managing the company's LinkedIn profile

**Export Sales Account** Newform S.p.A. - Serravalle Sesia 01/2006 - 05/2023

- Key Customer / O.E.M. Sales Account
- New projects development / Commercial terms definition
- Company and products presentation / Technical training
- Directorship assistance
- Collaborated with customs and local authorities to resolve daily operational issues

**Customer Service Assistant** Cavanna S.p.A. - Prato Sesia 05/2000 - 12/2005

- technical translation for electronic and mechanical issues
- scheduling and accounting for engineers work trips



## **SKILLS**

- Problem-solving
- Teamwork skills
- focused on customer satisfaction
- Time management
- Technical skills
- proactive and resilient
- excellent organization, by steps and objectives



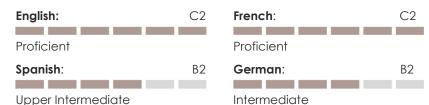
## **EDUCATION**

## Bachelor's degree: Environmental Sustainability Pegaso University - Milan, 2023

- degree final thesis "Made in Italy and sustainability"
- Master's degree 'Green and Corporate Sustainability', at W.Academy Business School
- Linguistic high school



## LANGUAGES Italian: First Language





# TRAINING COURSES

- Customer satisfaction / CRM
- Best perfomance
- Advanced Microsoft Excel