Contactar

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Aptitudes principales

Conocimiento y manejo de SalesForce-CRM

Ventas internacionales

Mejora continua

Languages

Ingles (Full Professional)

Certifications

Google Addwords

María Eugenia Marraco

Generar valor en cada mercadería despachada dando la mejor versión para cada cliente Sales Executive at CargoNet #comercioexterior #buque #trafico #exportacion #importacion

Argentina

Extracto

¿Qué te ofrezco?

➡#Soy una joven profesional con marcada visión al cambio y los procesos de #mejoracontinua Los indicadores trazan el camino de mis desafíos, sin embargo, la mirada integradora que guía mi camino de comunicación y #culturainternacional me permite generar contactos globales con foco en el largo plazo.

Pertenecer a una compañía líder del mercado, posibilita la integración de procesos y dinámicas que fluyen en beneficios permanentes en mi perfil. Transformarme digitalmente, es mi oportunidad permanente en un mercado Impo/Expo de alto movimiento. Poder adaptarme a los cambios fluctuantes de políticas comerciales internacionales, un un factor competitivo que marca mi experiencia única.

Te invito a conocer mi perfil, y confíes en mi propuesta. Bienvenidos!

Experiencia

CARGONET GROUP

Coordinador de ventas

enero de 2024 - Present (1 año 5 meses)

Provincia de Buenos Aires, Argentina

Hapag-Lloyd AG

7 años

Coordinador de Ventas

julio de 2022 - Present (2 años 11 meses)

Argentina

•Ensure space inside the ship so the client can load their cargo

•Provide quotation to all the customer to get the best guideline
•Coordinates on-carriage shipments.
•Handles vessel releasing responsibilities at the terminals and monitors containers until out-gated.
•Contact internal and external customers via e-mail and phone when additional information is necessary for shipments.

Customer Service Import
julio de 2019 - julio de 2022 (3 años 1 mes)
Buenos Aires Argentina

• Provides full customer service on all inbound questions including arrival information, charges due, delivery location of cargo, and
information on Bill of Lading and Manifest to consignee.
• Supplies terminals with updated and current manifests for inbound shipments.
• Communicates with world-wide offices to track freight.
• Contacts customers if goods are placed on hold by Customs or Agriculture.
• Keeps proper archives and maintains files of data as required by ISO9002.
• Investigates and provides problem resolution.
• Prepares invoices for any additional charges that may have been incurred on a shipment.
• Prepares overdue containers report weekly and updates customers on status.
• Monitors arrival notices sent by Agents.

Customer Service Export Documentation
junio de 2018 - junio de 2019 (1 año 1 mes)

• Prepares and delivers documents to customers and government/customs agencies regarding overseas export shipments.
• Deals directly with customers regarding bills of lading discrepancies, container information or routing of cargo.
• Handles changes and/or corrections to bills of lading and/or corrections to the bills of lading that at are required based on
customer feedback and/or government regulations.
• Monitors workflow to assure that documents are completed and released within the specified timeframes to ensure smooth
delivery of cargo.
• Verifies that customer is in good credit standing and sends bills of lading through the Accounting department to confirm accuracy.
• Issues Vessel Certificates to the customers.

• Responsible for the management of Vessel Voyage, Customs Manifest and any miscellaneous reports as required.
• Ensures that Export Customs references are submitted in a timely manner for cargo sailing of out the country.
• Notifies customers of missing Export Customs references and communicates applicable charges, fees and fines.
• Arranges for the timely rolling of shipments that are missing Customs references at indicated deadlines.
• Creates and issue invoices for prepaid charges as necessary.
• In conjunction with the Sales and Accounts Payables departments, lends assistance in the resolution and correction of brokerage disputes.
• Issues Process Exception Advises (PEA's) for any breakdown in process

OUTLAND LOGISTICS
Analista de comercio exterior
marzo de 2018 - junio de 2018 (4 meses)
Argentina

Gobierno de la Ciudad de Buenos Aires
Asistente comercial
marzo de 2017 - diciembre de 2017 (10 meses)
Argentina

Educación

UADE
Licenciatura en Comercio Internacional y Marketing, Marketing · (marzo de 2015 - diciembre de 2023)