Damián Abel Lew



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Academic career

2017 - Now. Bachelor´s Degree in History, *Universidad de Buenos Aires*.

2012 - 2016. Bachillerato Nacional Bilingüe moralizado en Ciencias y Letras, *Instituto Martín Buber.*

Work Experience

- January 2024 – Now. Member of the Sales Team. *Lara AI.*
    - June 2024 – Now. Sales Development Representative (SDR)
        - Additional tasks assigned:
            - Cold calling
            - Scheduling meetings and managing calendars for sales advisors and Account Executives
            - Internal analysis of team actions to develop strategies
    - January 2024 – May 2024. Prospector.
        - Tasks performed:
            - Prospecting potential clients for an HR-Tech SaaS startup
            - Cold outreach (email, LinkedIn)
            - Copywriting templates for cold outreach
- February 2021-Febuary 2023. Assistant to the Historia de la colonización y descolonización. *Departamento de Historia, Facultad de Filosofía y Letras, UBA.*
- 2019 - Now. Archive consultant. *Professional Freelance*.
    - Tasks performed:
        - Finding documents in physical archives of various institutions.
        - Classification of the information that the files located provide and its subsequent digitalization.

- 2018 - 2019. Member of the History department. *Asociación Atlética Argentinos Juniors.*
    - Tasks performed:
        - Drafting and redaction of various articles (Journalism, internal research, statistics, amongst many other topics.
        - Internal research and collaborative work with various departments.

Languages

Spanish (Native)
English (Professional – Advanced Level)
Portuguese (Basic level of reading comprehension)
German (B1)

Further training

2024. Data Analytics. *Coderhouse*
2023. Google Analytics for beginners. *Google Analytics Academy*
2022. Learn SQL. *Codeacademy*
2018. Geographic Information system (Level 1). *Centro Cultural Ricardo Rojas.*
2018. Cultural Tourism: Conceptual framework and planning. *Centro Cultural Ricardo Rojas.*

Competencias y habilidades

- Microsoft Office
- Google Apps
- Google Analytics
- QGIS
- SQL
- Research
- Drafting, redaction and writing
- LinkedIn tools (Sales Navigator, Linked Helper)
- CRM (Hubspot)
- Outbound tools (Apollo, Lemlist, Clay, etc.)