

Contact



Top Skills

Public Relations

Public Speaking

Microsoft Office

Languages

Italian (Native or Bilingual)

English (Professional Working)

French (Limited Working)

Spanish (Limited Working)

Certifications

Social Selling Essential

Antonio Moretti

Enterprise Sales Specialist

Tresnuraghes, Sardinia, Italy

Summary

I am an enthusiastic and positive person with a drive to succeed in my professional career. I have always worked closely with the public sector and, during these years, I have improved my skills in public relations by building a lasting relationship with my clients.

My education and work experiences gave me a variety of competencies in a variety of fields; Communication, Marketing, Public Relations and Sales. As a motivated professional who has been exposed to different fields in different business sectors I have been able to adapt my communication and collaboration abilities in various working environments, and team sizes. I enjoy working with a diverse team, and believe I can bring a lot of indispensable attributes to meet individual and team targets. I am a very driven individual, that likes to learn and be challenged.

Experience

NoviService S.r.l

Enterprise Sales Executive

2022 - Present (1 year)

Cagliari - Milan - Rome

MioDottore

Mediacal recruiter - Sales Account Executive

June 2021 - February 2022 (9 months)

Cagliari

AuthorizeDoc

Regional Director Of Sales And Marketing

August 2020 - July 2021 (1 year)

London, England, United Kingdom

Helping Companies to drive the digital transformation

Vodafone Business

Key Account Manager -Digital Sales Corporate

January 2020 - August 2020 (8 months)

Valencia, Spain

As a Key Account Manager my focus is on identifying sales potential and maintaining strong relationship with existing customers. My main goal is helping my clients define their communications strategy, exploiting opportunities to enhance and develop new business through successful management of business relationships.

- Build a qualified sales pipeline consisting of multinational corporate accounts new business, and existing accounts cross sell.
- Achieve acquisition of new business target, as well as growing revenue on identified corporate accounts.
- Strategy planning for designated territory or industry vertical, account profiling, opportunity identification and qualification, commercial proposal, negotiation.
- Targeting, opening dialogue and negotiating with C Level
- Deliver accurate revenue forecast within 10% plus or minus accuracy.

Smartbox Group

2 years 1 month

Senior Business Development Consultant - Sales Executive Italy

January 2019 - January 2020 (1 year 1 month)

County Dublin, Ireland

Business Development Consultant - Sales Executive Italy and Switzerland

January 2018 - January 2019 (1 year 1 month)

County Dublin, Ireland

Research and generate new business opportunities through lead creation and strategic outbound offer.

Preparing specific presentations and proposals for the potential clients.

Identify and prioritize business opportunities

Consolidate long lasting relationship with clients to secure win outcomes,

Identify upsell opportunities within existing clients.

Gather & input accurate data into the CRM database (salesforce.com)

Working on monthly targets with specific deadlines

Hertz

Sales Executive

February 2017 - January 2018 (1 year)

County Dublin, Swords Business Park, Ireland

Responsible for approximately 90 phone calls per day, informing and advising clients of the basic services we offer, as well as selling additional services such full insurance coverage, GPS and WIFI service.

Meeting and exceeding booking conversion target

Adhering to strict company compliance, and clearly informing our clients of the policies

Dealing with high volume of phone calls and emails with global Hertz agencies responding to individual specific customers' requests within set handling time

Dedicated sales executive dealing with 2nd line booking enquires.

Working closely with HR director, organising employee satisfaction focus group

Plan Service

Sales Executive - Area Manager

February 2014 - February 2017 (3 years 1 month)

Oristano Area, Italy

I've worked as Account Manager at Plan Service, a company operating in the international market of raw materials, supplying the cereals market, taking care of the full cycle, from import to logistics and sale.

Enaip Sardegna

Teacher

December 2012 - December 2015 (3 years 1 month)

Sardinia, Italy

- Professional training,
- Teaching marketing, business communication and business organization.

Cittanet .net

Chief editor and selling advertising space

January 2014 - April 2015 (1 year 4 months)

Freelance journalist

MECCANOCAR SRL

Sales Specialist

September 2011 - October 2012 (1 year 2 months)

A supplier products for industry and crafts

Radio Planargia

Radio speaker

October 2007 - July 2009 (1 year 10 months)

- Author and selling advertising space;
- Information and entertainment.

Nosilence

Marketing Executive

January 2003 - June 2006 (3 years 6 months)

- Building relationships with various media organizations to drive public relations and secure press coverage for clients
- Coordinating and managing events on behalf of the clients.

Education

Sapienza Università di Roma

Bachelor degree in Communication science and marketing, Marketing, communication, sociology, economy, journalism. · (2002 - 2006)

Sapienza Università di Roma

Master degree of political and communication science, innovation and development · (2006 - 2009)