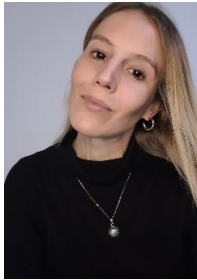



María Sol Población



Entre Ríos 1465- Olivos-Buenos Aires-
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Poblacion María Sol 

Results-driven professional with a strong background in sales, marketing, and team leadership, seeking opportunities in freelance translation. Over 7 years of experience translating for companies in various and diverse matters such as policies and procedures, laws, marketing, financial business, and technology. A proactive and adaptable individual who thrives in fast-paced environments, possessing excellent communication and interpersonal skills with a track record of building and maintaining strong client relationships.

Skills

- Sales and Business Development
- Team Leadership and Management
- Strategic Planning and Execution
- Relationship Building and Client Management
- Translation (English to Spanish)
- Specialization in various fields: policies and procedures, laws, marketing, financial business, technology, etc.
- Terminology Management
- Proofreading and Editing
- Cross-Cultural Communication
- Marketing and Advertising
- Communication and Interpersonal Skills
- Project Management
- Data Analysis and Reporting
- Proficient in Microsoft Office Suite
- Localization and Cultural Adaptation
- Document Formatting and Layout
- Time Management and Deadline-Oriented
- Linguistic Quality Assurance

Experience

DECEMBER 2016 – PRESENT FREELANCE TRANSLATOR

Freelance Translator

- Provide expert translation services for companies in various fields such as policies and procedures, laws, marketing, financial business, and technology.
- Deliver accurate and reliable translations to ensure effective communication and understanding across cultures.
- Build and maintain strong client relationships through exceptional communication and responsiveness.

DECEMBER 2022 – ACTUAL

Marketing Associate / HOTELS MAGAZINE, Irving CA

Developing sponsor relations to sell sponsorship packages and magazine ads
Selling event tickets and managing attendance to hospitality conferences

Reporting progress and updates to the manager
Lead management and nurturing client relationships

NOVEMBER 2021 – DECEMBER 2022

Loyalty Advisor / EXXON MOBIL SA, Buenos Aires

- Program Management:

Overseeing c-store offer plans and execution process
Managing vendor-funded offers and program terms

- Card Management:

Managing relationships with card suppliers and overseeing inventories

- NACS Program Maintenance:

Ensuring compliance with NACS requirements for loyalty program execution

JANUARY 2020– DECEMBER 2022

City Manager / PEDIDOS YA, Buenos Aires

Led a team of commercial and post-sales executives

Developed and implemented commercial strategies to acquire key partners

Monitored market competition and devised strategies to maintain a competitive edge

Set goals and objectives for team members, conducted regular feedback sessions

Generated reports and analyzed metrics for performance evaluation

Established and managed relationships with customers, suppliers, and leads

Coordinated interdisciplinary projects with different departments

AUGUST 2019– DECEMBER 2020

Team Leader Aquisitions / PEDIDOS YA, Buenos Aires

Led a team of commercial executives

Developed and implemented strategies to acquire new partners

Managed the portfolio of local partners and monitored market competition

Provided performance feedback and professional development opportunities

Supported team members in achieving their objectives

JUNE 2018– AUGUST 2019

Sales Supervisor / ASSURANT, Buenos Aires

Managed a team of 100 sales consultants

Negotiated sales objectives and targets with clients and sponsors

Supervised Team Leaders and monitored sales performance

Implemented training programs to enhance sales techniques and customer service quality

Improved overall team productivity and achieved sales targets

DECEMBER 2016– JUNE 2018

Operative Support and Commercial Coordinator of Banks / PRISMA MEDIOS DE PAGO, Buenos Aires

Advised companies on operational matters and coordinated internal actions

Developed proactive strategies to achieve goals and improve performance

Monitored parameter tables and produced analytical reports

Planned and managed commercial functions, supported sales force

Analyzed affiliations and monitored business objectives and results

DECEMBER 2012– DECEMBER 2016

Sales Controller/ VISA ARGENTINA SA., Buenos Aires

Led a team of 100 sales consultants
Controlled, monitored, and developed coordinators
Implemented training methods to enhance sales techniques
Ensured continuous improvement of customer service
Interacted and negotiated with corresponding entities

JANUARY 2012- DECEMBER 2012

Sales Supervisor/ CAT TECHNOLOGIES SA., Buenos Aires

Led a team of 11 sales consultants and 2 Team Leaders
Participated in the selection process of sales consultants
Implemented training programs to improve sales techniques
Prepared daily reports for the client

MARCH 2010- NOVEMBER 2012

Sales Team Leader / CAT TECHNOLOGIES SA., Buenos Aires

Led a team of 120 sales consultants and 6 Team Leaders
Participated in the selection process of supervisors
Controlled the start of services in new locations

Education

DECEMBER 2014

Scientific and Literary Translation / Instituto Superior Lenguas Vivas

Scientific and Literary Translation - Completed until 3rd year

DECEMBER 2018

Técnico Superior en Coaching Ontológico / ICEBA

Superior Technician in Ontological Leadership- Completed

JULY 2022

Psicóloga Social / Escuela de Psicología Social del Sur

Social Psychology - Completed