



JOSE HARO

SALES EXECUTIVE | ACCOUNT MANAGEMENT |
COMMERCIAL OPERATIONS

PROFILE

Mechanical engineer with international experience in sales. I have built my career in Australia and Latin America managing commercial relationships, B2B negotiations, process improvement, and coordination between clients, operations, and internal teams. I am characterized by an analytical approach, results orientation, and the ability to develop long-term relationships.

CONTACT

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- Yerba Buena, Tucumán

SKILLS

- Business Development
- B2B Consultative Sales
- Account Management
- Commercial Negotiation
- Lead Generation
- Upselling & Cross-selling
- Project Management
- Leadership
- Analytical Thinking
- Results Orientation

TOOLS

- Microsoft Office
- HubSpot
- Salesforce
- LinkedIn Sales Navigator
- Google Workspace

LANGUAGES

- Native Spanish
- Advanced English (C1+)

PROFESSIONAL EXPERIENCE

SALES ENGINEER | BUSINESS DEVELOPMENT

- Lily Group PTY LTD - Sidney, Australia - 12/07/2021-18/11/2025

Company specialized in large-format digital printing solutions for the real estate and construction sectors.

- Managed a portfolio of approximately 60 clients in the real estate and construction sectors.
- Developed new business opportunities and strengthened strategic relationships with existing clients.
- Acted as the main point of contact for key accounts, ensuring high levels of satisfaction and business continuity.
- Identified upselling and cross-selling opportunities through a consultative approach focused on client needs.
- Negotiated commercial proposals, cost estimates, and technical requirements for projects of varying complexity.
- Coordinated suppliers, operational teams, and clients to ensure compliance with deadlines and quality standards.
- Led internal meetings and training sessions focused on continuous improvement and process optimization.

SALES CONSULTANT

- Flowrisestudio - Argentina / Remote - 2023 - Present

Agency specialized in web development, branding, and digital marketing for SaaS companies.

- Managed the full B2B consultative sales cycle. SPIN method.
- Conducted 10 to 15 weekly commercial meetings with potential clients to identify business needs and growth opportunities.
- Generated opportunities through outbound prospecting strategies using LinkedIn Sales Navigator and inbound lead management.
- Closed an average of 3 to 4 new clients per week, with average tickets close to USD 3,000 per project.
- Designed personalized commercial proposals aligned with growth objectives, digital positioning, and brand transformation.
- Coordinated the transition between sales and delivery teams to ensure a positive client experience.

EDUCATION

Mechanical Engineer

Universidad Tecnológica Nacional (UTN) - Tucumán, Argentina. 2019

Diploma in Management and Leadership

Australian Pacific College - Sydney, Australia. 2022-2023

Certificate IV in Management and Leadership

Australian Pacific College - Sydney, Australia. 2021-2022

Advanced English Course

Kaplan International Languages - Sydney, Australia. 2021

Mechanical-Electrical Technician

Universidad Nacional de Tucumán (UNT) - Tucumán, Argentina. 2012