

SANTIAGO RAMÍREZ MEJÍAS

Technical Sales Consultant TI and Telecom.

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SUMMARY

Business Developer with a background in the telecommunication industry with over seven years of work experience in both technical and commercial roles with foundational knowledge of RF, Fiber Optics, Wireless Networks, and computer programming. Proven ability to bridge the gap between technical and business functions. Know how to develop strong and long-term relationships with SMBs and corporate clients.

EDUCATION

Instituto Nacional de Capacitación Profesional | Santiago de Chile (2022 – 2025)

Bachelor of Software Engineering (4 years)

- Full stack software developer
- Designing and planning software solutions

Platzi and **Freecodecamp**, Online

Coding and digital skills

RELEVANT WORK EXPERIENCE

Technical Sales Consultant B2B at TAC Communications S.A.

November 2021 – Present

- Make cold calls daily, hunting business opportunities with regular and new clients who execute telecommunication projects and need technical supplies such as fiber optic and coaxial cables.
- Develop a new line of products from scratch in compliance with local legal standards and regulations established by SUBTEL in the law N° 20.808 (Ley de Ductos) and have increased sales up to 200% by receiving feedback from key clients, recording data, setting meetings, and achieving commercial agreements. Reaching an average over USD 60.000 in net sales per month.
- Apply data analysis to the customer records to find insights about purchase behavior using advanced Excel in order to ask the right questions to accomplish cross-selling and improve relationships with corporate and small clients.
- Advise rural ISP clients on how to apply the appropriate passive supplies and electronic devices to their networks to mitigate failure points and process data in each OSI layer efficiently. Devices like OLT, EDFA, Encoder, Integrated TV Headend, ISDB-T Modulators, LNB, ONT XPON, Routers, and measurement instruments such as OTDR, Power Meter, and Fusion Splicer
- Update the website of the company to use WooCommerce to get a digital portfolio of the products and share information more easily with our clients and our team. Set up the database and generate a small ETL process using Python and SQL. Additionally, set up the plugins to contribute with SEO and SEM to enhance inbound marketing strategies.

Sales and Technical Support at Compañía Internacional de Telecomunicaciones Ltda.

September 2016 – October 2021

- Made estimates and invoices daily for a small company. Most of the sales funnel was transactional and included other tasks such as searching for new products in the local market and adding them to the company's catalog.
- Installed DAS equipment to improve cellular coverage and elaborated basic attenuation budgets to estimate how many items were needed in each solution. Additionally, translated datasheets from English to Spanish and communicated issues to the factory by sending emails in English.

SKILLS AND TECHNOLOGIES APPLIED

- **Commercial:** business acumen, negotiation techniques, sense of urgency, public speaking and willingness of service.
- **Software:** MS Office, Python and SQL programming for data analysis and engineering, CRM, ERP, BPMN and UML diagrams.
- **Languages:** Spanish Native and English C1.