



VALERIE MANZANO

BUSINESS DEVELOPMENT SPECIALIST

PERSONAL PROFILE

Extremely motivated to constantly develop my skills and grow professionally. I am confident in my ability to bring value to my clients and offer them an outstanding experience.

CONTACT



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St Catharines,
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/valerie-plante-06074b59

SKILLS

- ♦ Exceptional communication and networking skills
- ♦ Successful working in a team environment, as well as independently
- ♦ The ability to work under pressure and multi-task
- ♦ Closing Sales
- ♦ Customer Consultation

WORK EXPERIENCE

eXp Realty Brokerage., Real Estate Agent, Ont. & Qc.

MAI 2019 - PRESENT

- ♦ Providing guidance and assist sellers and buyers in marketing and purchasing property for the right price under the best terms
- ♦ Determining client's needs and financial abilities to propose solutions that suit them
- ♦ Develop networks and cooperate with lawyers, mortgage lenders and contractors.

Labplas Territory Manager, Qc.

APRIL 2024- JUNE 2025

- ♦ Develop new accounts in the market
- ♦ Act as trusted partner to existing Distributor
- ♦ Responsible for implementing and maintaining the effectiveness of the quality system.
- ♦ Participate in Food and Safety trade shows, educating End Users and demonstrating the importance to test food to avoid outbreaks.



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EDUCATION

REMIC (RMAC)
Mortgage Agent, 2021

Humber College
Real Estate Agent, 2021

Demers Institute
Certificate Multimedia, 2000

LANGUAGE SKILL

English- Native/Bilingual
French- Native/Bilingual
Spanish-Professional Working
Proficiency

Occlutech., Territory Manager

APRIL 2019- MARCH 2021

- ♦ Develop new account.
- ♦ Act as a trusted partner to Cardiac Interventionalists
- ♦ Responsible for implementing and maintaining the effectiveness of the quality system.
- ♦ Assist physicians during cardiac procedure assuring to observe IFU's accordingly as per company's recommendations.

Mobia Technologie Innovations., Account Manager

SEPT 2017- JANUARY 2019

- ♦ Identify high potential sales opportunities within existing accounts in and/or territory in Central Canada.
- ♦ Work with the Director of Sales, Telecom Infrastructure, to evaluate business impact with the Executive Level.
- ♦ Provide Solutions, justifications and expected results to overcome objectives while delivering maximum revenue and margin.
- ♦ Develop account strategy using customer's growth plans, budget and project timelines.



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Telus Mobility, Store Manager, Quebec.

APRIL 2004- SEPTEMBER 2009

- ♦ Implementation and maintaining existing training for all staff members to achieve sales quotas and to keep customers service's standards,
- ♦ Developed and established a training SOP on all data products in order to keep up with the demands.
- ♦ As a result, the training SOP was implemented across the province of Quebec.
- ♦ Managing sales, training for new and existing store level crew members.

References available upon request.