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# *David Enrique Duprat*

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## ***Summary of Qualifications***

An experienced multilingual sales executive with outstanding client relations and problem solving skills. Excellent leadership skills as well as the capacity for following, teaming, collaborating and training others. Capable of managing multiple tasks simultaneously. Performs well in fast-paced environment. Fluent in Spanish and French, with proficiency in Portuguese. Extremely technologically oriented with a very wide knowledge of many aspects of software, hardware, web design, graphic editing and various aspect of the computer world. Extremely skillful in Microsoft Windows & Apple MAC systems and Microsoft Office. Administered Web-based video teleconferencing server and Web site accessed by 25,000 registered international users and designed and host Web site for promotions and event planning company. Excellent oral and written communication skills and the ability to communicate and work effectively in a multi-ethnic/multi-cultural environment as well as the ability and willingness to travel abroad.

## ***Employment History***

**Reach Cooling Group**, Miami, FL

**Export Sales Manager**

7/08 to Present

Reach International is company headquartered in Miami with manufacturing in China, specifically in the aftermarket automotive engine & climate cooling industry. Originally joined the company as a Regional Account Manager for the domestic U.S. market, but quickly promoted within 3 months of employment to Export Sales Manager dedicated to international accounts in the Caribbean, Canada and Central & South America. Duties also included assisting with domestic accounts as well in order to assist our domestic sales teams. Position contractually required international travel on a monthly basis in order to visit Key customers in each of the countries in Canada, Central & South America as well as the Caribbean. Met with CEO and upper corporate management in key account in all Latin American countries and Responsible for establishing distributors in such key countries as Chile, Argentina, Uruguay, Ecuador and Peru markets where no previous sales history or market share existed. Coordinated Reach's presence at trade shows domestically, as well as internationally as well as visited Trade Shows around the world representing our company and making contacts with potential customers around the world. Assisting in hiring of all new employees by conducting interviews and submitting recommendations on top candidates to the President for approval. Responsible for training new employees on all aspects of product and processes. For the South American Market, I was also responsible for market research and analysis as well as new product development for those regions. Apart from my duties as a Sales Manager, I was also "Marketing Manager" as I handled all duties from advertising to managing marketing campaigns as well as actually designing marketing and promotional materials. In 2011/2012, Reach opened a branch in Peru, which I was responsible for all aspects of implementing the company, including all governmental and financial paperwork, local employees, locating a warehouse & office building as well as all other miscellaneous needs for establishing a new company in a foreign country.

**IBM / KMA1**, Alpharetta, GA  
**Project Leader - French Team**  
2/07 to 4/07

Eight week contract - consisted of utilizing *IBM Siebel* to update a database of Information Technology personnel & contact information of over 2,500 French Canadian Businesses, in order to optimize and enhance marketing data, helping to form marketing planning and execution strategies, as well as new lead generation. Contact discovery, Survey and Research to generate new leads, cold calling newly acquired leads, Building a positive image, Nurturing long term opportunities and building high value prospect lists in order to ensure future sales.

The campaign was composed mainly of telephone, but included other various media such as e-mail, fax and web. All calls and contact were done completely in French, and dealing with not only IT personnel, but with corporate level personnel as well.

**Promove** Atlanta, GA  
**Senior Property Specialist**  
12/05 to 2/07

Senior Property Specialist with Atlanta-based apartment Real Estate Company. Position was 100% commission based. Originally hired as Property Specialist, promoted within six months, ahead of the normal twelve months period. Worked with clients to determine housing needs, educate on available properties and provided introduction to the city for new residents, to ensure best placement to meet clients' needs. Established and cultivated relationships with area Leasing Consultants to generate new business. Utilized expertise to train and develop new employees to achieve maximum performance. Developed customized property information database based upon property features such as proximity to MARTA locations (public transportation) which was adopted by all seven Atlanta office locations and still in use to this day. Consistently excelled in account management, strategic planning and customer satisfaction. Closed more than \$260,000 in apartment leases in 2006.

**InterCall**, West Point, GA  
**Lead Operator**  
5/01 to 7/02  
1/05 to 12/05

Managed client conference calls for global conferencing company. Answered incoming client calls as well as dialed out, joining clients to scheduled conference calls. Handled domestic as well as international calls in Spanish, French and Portuguese. As Lead Operator dealt directly with high-profile Corporate Executives overseeing calls, supervising quality of InterCall services, ensuring flawless execution and client satisfaction. From large-scale investor relations to small board-of-directors meetings. Provided in-call support, assistance with content details, participant management, speaker preparation and comprehensive post-conference reports with detailed participant information.

***Languages***

<b>English</b>	Read	Write	Speak	Native
<b>Spanish</b>	Read	Write	Speak	Native
<b>French</b>	Read	Write	Speak	Fluent
<b>Portuguese</b>	Read	Write	Speak	Proficient
<b>Italian</b>	Read	Write	Speak	Basic

***Education***

**Auburn University**, Auburn, AL

B.A. Political Science / International Relations; French Minor

**Lycée Jean Lurçat**, Martigues, France

French literature BAC

**Troup County High School**, Lagrange, GA

College Preparatory High School Degree