

MAXWELL CARDOSO

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EDUCATION

BUSINESS ADMINISTRATION | BACHELOR'S DEGREE

Universidade de Brasília

2016 - 2021

Leveraged my strong communication and negotiation skills to secure sponsorships from 3 local companies for the university business week.

8th best business administration program in Brazil.

THE BUSINESS ANALYTICS & OPERATIONS CERTIFICATE

Pathstream

2022 - 2023

Completed coursework in foundations of project management, agile project management, business analytics fundamentals, and data visualization with Tableau.

LANGUAGES

Portuguese: native/proficient

English: advanced/professional

SUMMARY

High-impact sales professional with 3 years of experience exceeding sales targets and mentoring sales teams to success. Proven ability to generate leads, close deals, and build lasting customer relationships. Driven by a passion for sales and committed to achieving results.

EXPERIENCE

STOCKING ASSOCIATE

Walmart

2022 - Present

- Provided exceptional leadership and support ensured 100% shift goals and smooth operations.
- Exceptional customer assistance exceeded expectations and increased satisfaction.
- Cross-functional collaboration improved business operations, including inventory levels and discrepancies.

BUSINESS ANALYST

Beyond2Be

2022 - 2022

- Closed a key business partnership, enabling the company to gain deeper insights into customer needs and develop more personalized learning solutions.
- Collaborated with cross-functional teams to develop actionable recommendations to improve English classes, resulting in a 90 Net Promoter Score (NPS).
- Collaborated closely with key stakeholders, gathering and prioritizing business requirements, ensuring a project delivery within the designated timeline.

SALES CONSULTANT

Fundação Estudar

2021 - 2021

- Successfully negotiated B2C and B2B deals, accounting for 40% of quarterly sales.
- Demonstrated a deep understanding of customer needs and the ability to develop tailored solutions.
- Built and managed a high-performing sales team, training and mentoring 8 sales representative.
- Collaborated with multiple stakeholders within the organization to understand their data needs and deliver actionable insights to drive sales growth.
- Ranked in the 5th position among top-performing sales consultants organization-wide, consistently delivering exceptional results.

OFFICIAL REPRESENTATIVE

Bonneville Intl. Corp.

2013 - 2015

- Mentored a high-performing sales team of 24 individuals, fostering a culture of collaboration and achieving consistent sales targets.
- Developed strategic planning, and sales plans that aligned with organizational goals and objectives.
- Pioneered innovative door-to-door sales strategies, effectively engaging customers and generating qualified leads.
- Established and monitored key performance indicators (KPIs) to track sales progress and optimize team performance

SKILLS

HARD SKILLS

Business Analysis, Project Management, Rapport, Time Management, Google Workspace & CRM Tools.

SOFT SKILLS

Negotiation, Communication, Collaboration, Problem-Solving & Attention to Detail.

FUN FACT

I sold sweets for half of my graduation to pay for college expenses and make my dream come true. **If I didn't give up on my goal after facing a big challenge, imagine what I would be able to do for your company.**

I'm also passionate about learning languages and traveling the world.

DoorDash, in addition to my **exceptional sales mentality and market skills**, which makes me an exceptional person for sales layers, I can also be a valuable tool in **Business Analytics**. **Let's talk :)**