

Adan Canizales
19266 NW 24 Ct.
Pembroke Pines, FL 33029
fadancr@gmail.com

EXPERIENCE AND SKILLS

Experience: Sales, Marketing, Operations, Logistics and General Management.

Skills and Abilities: Strategic vision, planning and implementation, financial analysis, budgeting, P&L, new business development, research, marketing & advertising, brand and Institutional image, proficient use of multiple software applications, positive attitude, hands-on, dedicated, self-driven, effective problem solver. Speak, read, and write English, Spanish and Portuguese fluently,

CAREER HIGHLIGHTS

- Real Estate sales exceeding \$18 million in the past five years.
- Worked with the team responsible for sales of more than 70,000 autos in Latin America in a 10-year period.
- Created the first brand identity campaign for Lada automobiles in Latin America. Started up the first automobile Importer in Brazil, which had been closed to Imports, for almost 30 years. Efforts resulted in approximately \$300 million USD in sales revenues In a 5 year's period. Founder and Director of the Brazilian Association of Automobile Importers (ABEIVA)

Power and Telephone Supply Inc. -

Export Office Manager - May 2009 - Present. - Miami, Florida.

Inside Sales Manager, Credit Management and Office Administration for the Latin America and Caribbean operations.

Inside Sales Manager - Sept 2008 - May 2009. - Miami, Florida.

Sales and customer care from Office, coordination of Logistics and documentation for the Latin America and Caribbean Operations.

Real Estate Broker/Sales Agent (6/2002-9/2008) - South Florida, USA

Broker and Sales agent in Coldwell Banker, RE/MAX, and Coral Shores Realty since 2002.

Responsible for the closing of over us\$18 millions in Real Estate sales transactions.

Rusia Automotriz, S.A. (4/99 – 01/02) - Montevideo, Uruguay

General Manager and Vice President.

Managed the representative office of Lada Automobiles for Latin America. Developed a sales network for the brand throughout Latin America and the Caribbean by building relationships with a variety of dealership owners, managers, factory executives and government officials.

Eberhard International Distributors, S.A. (11/98-03/99) - Podgoriça, Montenegro

General Manager

Managed the import and distribution In a wholesale scale of home appliances of brands Daewoo and Sharp into Serbia and Montenegro, including managing the warehousing facilities at the port of Bar.

Trade Point, Inc. (07/96-11/98) - Miami, Florida, USA

Owner

Purchase agent and exporter of auto parts and industrial equipment. Oriented to exports to Latin America.

Subaru do Brasil Ltda./Lada do Brasil Ltda. (05/90-11/95) - São Paulo, Brazil

Director and Assistant to the Chief Executive Officer

Instrumental in organizing and starting up Lada do Brasil, Ltda., the largest auto importer in Brazil from 1990 to 1994.

Assisted the company's CEO in his daily responsibilities. Managed the logistics in Brazil and sales to Argentina.

Motores Internacionales S.A. (3/1980 - 3/1989) - Colon Free Zone and Panama city

Marketing and Operations Manager - Latin America.

Marketing research, pricing, advertising and promotional campaigns, trade shows, Institutional and brand Image and Identity, Logistics and outline of sales policies for Latin America and the Caribbean.

EDUCATION & ACADEMIA

BS, Cum Laude, Economics
Universidade Federal do Parana, Curitiba, Brazil.

Assistant Professor, National Economics Accounting I & II
Universidade Federal do Parana, Curitiba, Brazil.

Professor, Marketing I & II
Universidad Catolica Santa Maria La Antigua, Colón, Panama