

Luis A. Olano

P: (929) 353-1283

[LinkedIn](#)

E: luisolano3108@gmail.com

Performance Analysis | Marketing Analytics | Customer Analytics Defining | Strategic Planning | Customer Service | Leadership | Public Relations | Negotiation | Project Management | Sales Management | Marketing & Sales Strategies

Product Development Manager / Salesman

Summary:

- Highly skilled and detail-oriented Bachelor of Bachelors of Business Administration graduate with a keen interest in Product Development Management and Sales.
- As a Product Development Manager, I excel in overseeing the entire product lifecycle, from concept to launch, while ensuring alignment with strategic objectives and market demands.

Education:

- **Manhattan College, Bronx, NY:** **Anticipated May 2024**
- Bachelors of Management (**Concentration:** Behavior & Decision Making) **GPA: 3.56**
Relevant Coursework: Human Behavior in Organization, Money and Banking, Business Statistics, Managing Diverse Workforce, Real Estate Development, Applied Management Science, Ethics, Business Law, Strategic Management, Operation & Quality Management, Information Systems

Skills:

- **Languages:** Fluent in English and Spanish
- **Technical Skills:** Microsoft Office Suite (Excel, Word, PowerPoint), Google Office Suite (Doc, Spreadsheet, Slides)
- **Product Development Skills:** Product Management, Strategic Planning, Project Management, Leadership, Stakeholder Management, Market Research & Analysis, Product Strategy, Innovation, Technical Aptitude
- **Interpersonal Skills:** Strong Internet Research, Excellent Verbal, Written and Quantitative Skills, Time Management and Prioritization Abilities, Effective Presentation, Team Player, Leadership and Negotiation Skills.

Work Experience

Product Development Manager | Distribuciones Olano, Peru Jan 2018 - Present

- Spearheaded end-to-end product development lifecycle, ensuring alignment with overarching business objectives and strategies.
- Provided on-site support and collaborated with diverse store teams nationwide, fostering synergy and cohesion in operations.
- Cultivated cross-functional collaboration to ensure timely delivery of high-quality products within allocated budgets.
- Innovated product features by leveraging insights & customer feedback, driving continuous improvement & relevance in offerings.

Foreign Language Lab Assistant | Manhattan College, Bronx, NY Aug 2023 – Dec 2023

- Direct the entire class and guide my students in a completely new language for them.
- Analyze and coordinate classes with my superiors to maximize student performance.
- Evaluate student performance and work as a team on the challenging task of learning a new language.
- Motivated and encouraged students to communicate more openly and constructively with each other.
- Maintained updated knowledge through continuing education and advanced training.

Professional Affiliations

Real Estate Club at Manhattan College - Chief of Communications Aug 2023 - Present

- Led presentations and coordinate meetings and talks with guest speakers at our events.

Sigma Iota Epsilon - Member April 2023- Present

- Be part of the Management Honor Society allowed me to develop a strong networking.

O'Malley School of Business Dean's Student Advisory Council - Member Oct 2023 - Present

- Considered an important student voice in the O'Malley School of Business.

Mentor Program - Mentor (2023)

- Support the freshmen students of the management program through university life and assist them at all times.

Delta Kappa Epsilon - Member Aug 2021- Present

- Participate in social and charitable activities of the fraternity such as the American Cancer Society, campaigns for homeless children, Afghan Refugees, Autism Dreams Fundraiser, among others.

Dean's Honor List in the O'Malley School of Business (2020,2022, 2023)

- Distinction conferred upon students for exceptional academic performance, showcasing dedication, discipline, & mastery of coursework.