

# Monica Restrepo

Dealer and Parts Sales Leader for Central America and the Caribbean at Trane

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## Experience

### **Dealer and Parts Sales Manager at Trane - Ingersoll Rand**

July 2014 - Present (1 year 6 months)

### **Dealer Sales Manager at Ingersoll Rand**

July 2011 - June 2014 (3 years)

### **Dealer Sales Manager at Trane - Ingersoll Rand**

July 2011 - June 2014 (3 years)

### **Account Executive at Trane**

May 2006 - July 2011 (5 years 3 months)

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## Skills & Expertise

**Sales Management**

**HVAC**

**New Business Development**

**Account Management**

**Building Automation**

**Manufacturing**

**Contract Negotiation**

**Sales Operations**

**International Sales**

**Sales**

**Purchasing**

**Negotiation**

**Engineering**

**Operations Management**

**Product Development**

**HVAC Controls**

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## Education

### **University of Missouri-Columbia**

Industrial and manufacturing systems engineering, Industrial Engineering, 1994 - 1999

Activities and Societies: Society of women engineers society of hispanic profesional engineers Institute of industrial engineers

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[Contact Monica on LinkedIn](#)