

# Melba Nerium

## Finance Director

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California, New York City  
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### Profile

If you are looking for a director who has strong project management skills, the ability to lead people, and the experience to be able to cultivate a culture of teamwork and innovation among staff, then I am your man.

### Experience

UXpin Company  
2016 – 2020

#### Senior Sales Manager

Working with a broad range of internal teams (marketing, account services, product ad ops to support the sales efforts. Develop business architecture using requirements such as scope, processes, alternatives, and risks. Analyze client's business requirements and processes through document analysis, interviews, workshops, and workflow analysis.

Detox Company  
2010 – 2026

#### Junior Sales Manager

Conduct 5+ levels of testing including functional, regression, user acceptance, integration and performance to verify the client's needs are met. Communicate client's business requirements by constructing easy-to-understand data and process models. training saving average \$5,000+.

Turpan IT Company  
2009 – 2010

#### Sales Manager Intern

Provide input into developing and modifying systems to meet client needs and develop business specifications to support these modifications. Communicate client's business requirements by constructing easy-to-understand data and process models. Facilitate monthly meetings with clients

### Education

- **B.A in Marketing | 2005 - 2008**  
Cambridge College University
- **M.A in Marketing | 2008 - 2009**  
Harvard University

### Skills

- Mentoring & Coaching
- Financing Structure
- Asser Protection
- Taxation Compilation
- Leadership
- Maintaining Structure
- Professional Asser Protection
- Project Maintaining