

Nahuel Bello

Outbound Sales · SDR / BDR

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Authorized to work in the U.S. — no sponsorship required

SUMMARY

Trilingual (English, Spanish, Italian) outbound seller with \$272K+ in personal sales across 5,600+ guests on Miami Beach's Ocean Drive, in-person cold prospecting experience in Madrid and Copenhagen, and hands-on technical fluency from building web, e-commerce and media ventures. Seeking an SDR / BDR role on a high-growth B2B team in Miami.

EXPERIENCE

High-Volume Sales & Client Acquisition Specialist

Oct 2025 – Present

Hospitality Group — Ocean Drive, Miami Beach, FL

- Generated \$272,158 in total sales processed (\$252,094 gross) across 3,244 orders and 5,647 guests, per my Toast POS sales report.
- Drove 89% of revenue (\$223,679) from the sidewalk patio: approaching walk-by guests, qualifying fast and converting in English, Spanish and Italian.
- Averaged \$75.21 per payment and sold \$44,231 in drinks on breakfast and lunch shifts, with a 1h 12m average table turn.
- \$0 in refunds, \$0 cash variance and a 1.0% void rate across ~20,000 items sold.

Founder & Executive Producer

Oct 2025 – Sep 2026

Proyecto Tanero LLC — Miami, FL

- Founded and registered a Florida digital media company (proyectotanero.com); ran branding, multi-platform distribution and partnerships.
- Pitched interview guests and partners through cold LinkedIn messages, short video pitches and voice notes.
- Built an AI-assisted production pipeline (MacWhisper, CapCut, Runway) for short- and long-form video.

Co-Founder, Business Development

Oct 2023 – Oct 2025

Parallel Spatial & Digital Ventures — Remote

- Led business development and delivery of 3D spatial web experiences (Blender, glTF) and full-stack web builds deployed on Vercel.
- Launched and tested DTC e-commerce and Web3 projects, working hands-on with payment gateways, conversion optimization and unit economics.

Artist Booking & Brand Strategy (Freelance)

2023 – 2024

Independent artists — Copenhagen, Denmark

- Pitched and negotiated with venue owners, bar managers and event promoters to land paid gigs and residencies for independent artists.
- Ran the artists' social media, personal branding and press kits.

Field Sales Associate — Cold Door-to-Door

2022

Tecnocasa Group — Madrid, Spain

- Prospected door to door, 50+ cold approaches a day, to find property owners open to selling; qualified on the spot and booked valuation appointments for senior agents.

SKILLS

Sales: outbound prospecting · cold outreach (in person, LinkedIn, video, voice notes) · lead qualification · objection handling · upselling · negotiation

Tools: Toast POS · Vercel · HTML/CSS/JavaScript · React/Next.js · Blender · CapCut · Runway · MacWhisper · AI research workflows (Claude, Gemini)

Languages: Spanish (native) · English (native/bilingual) · Italian (professional working)

Interests: Brazilian Jiu-Jitsu · Muay Thai · tennis · specialty coffee