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December 1959

December 1959 WORKING EXPERIENCE: U.S.A. - 1948-1954: જુ Sales Professor. Spanish Department (Most of the above positions were held principally for the purpose of providing additional income while doing Graduate Work at HAVANA, CUBA - 1954-1969. Branch Sales Office for the following: -- Asst. District Manager. - Idem. Œ Idem. б Idem. 00 - Idem. Idem. This is a combined handling the individual business of each of the above companies in this territory, and representing their interests in Cuba.

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PRESENT POSITION AND DUTIES:

In this capacity I have been directly responsible for all business operations of these companies throughout the territory of Cuba. It has been my duty to promote the sale in Cuba of all items manufactured by said companies; organizing representation in the main cities; appoint distributors; assist in collection of accounts when necessary; direct the servicing of their products in case of operating difficulties; supervise the handling of all of their exportimport shipments; study the market conditions and trends, analyze competitive situations and advise the factories accordingly; cooperate with and advise local distributors in their sales promotion programs and assist with important accounts and contracts; to counsel Management in sales policy and procedures in this territory; and to protect in every way possible the interests in Cuba of the above mentioned American manufacturers.

## Y RECUME:

Due to the economic and political situation prevailing in Cuba, and present restrictions on imported goods, I am considering the advisability of making a change whereby I can improve my present standing and future potentialities in accordance with my educational qualifications and proven experiences. I am only interested in working direct for an American Company, either at home or abroad, with a starting base salary of about \$12,000 a year.