

Hilario Freitas

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Professional Summary

Trilingual Sales Professional (English, Spanish & Portuguese) with 15+ years of proven success in Inside and Outside Sales across the U.S. and Brazil. Highly skilled in building client relationships, negotiating contracts, and driving revenue growth across diverse industries, such as pest control, environmental and healthcare waste management, automotive, construction, actuarial calculus, furniture, cosmetics, security system & CCTV, lubricants and pharmaceuticals. Recognized for strong communication, attention to detail, and commitment to customer satisfaction.

Professional Experience

Outside Sales Specialist

Rentokil Terminix – Chattanooga, TN | Jun 2024 – Jan 2025

- Sold high-quality pest control services to residential customers with keen attention on Spanish and Portuguese-speaking clients.
- Delivered tailored service recommendations driving sales growth and customer satisfaction.

Regional Sales Manager

SRC Companies (Sisk Recycling / Koefran / Rynocare) – Sacramento, CA | Aug 2023 – Jun 2024

Under SRC Companies umbrella, I represented three companies throughout my territory:

- Sisk Recycling: Managed sales and contract services of recycling and environmental solutions for the food industry.
- Koefran: Managed sales of cremation, memorial services, and environmental solutions for veterinary clinics and government accounts.
- Rynocare: Managed sales of medical waste solutions for a wide range of healthcare facilities and government accounts.
- At all three companies, I negotiated contracts and managed key accounts to ensure long-term client relationships, maintained service efficiency and ensuring regulatory compliance, and facilitated Spanish-language support for customer service and driver communication.

Outside Sales Representative

Paver Express LLC – San Leandro, CA | May 2020 – Jul 2023

- Developed and executed cold calling strategies to generate leads for pavers solutions to B2B and B2C customers.
- Conducted on-site visits for measurements project presentations, sales closings, and installation management, ensuring customer satisfaction and retention.

Sales Manager

CTS – Actuarial Technical Consulting and Services – Curitiba, Brazil | May 2012 – Dec 2015

- Sold Actuarial calculus & technical consulting services contracts in the health insurance and retirement sectors.
- Promoted brand through trade shows and co-launched a regulatory app that increased national visibility.

Inside Sales Specialist

Mundo Egipcio Casa – Curitiba, Brazil | May 2010 – Apr 2012

- Managed inside sales of premium furniture and home décor, serving a clientele with diverse stylistic preferences — from classic to contemporary.
- Strengthened strategic partnerships and drove sales growth through immersive showroom experiences and innovative visual merchandising.

Business Development Manager

Silkey Professional Cosmetics – Curitiba, Brazil | Oct 2008 – May 2010

- Led company operations and a sales team, achieving significant revenue growth.
- Promoted from Sales Representative to Business Development Manager.

Outside Sales Specialist

Grupo Elo – Curitiba, Brazil | Jan 2005 – Sep 2008

- Sold custom security solutions including CCTV, alarms, and electric fencing to B2B/B2C clients.
- Built a strong client portfolio through a consultative sales approach and outstanding post-sale support.

Outside Sales Representative

ML Espaço Shell Products Distributor – Curitiba, Brazil | Jan 2000 – Feb 2003

- Managed lubricant sales to industrial, retail, and end-user clients.
- Represented the company at trade shows to expand client base.

Outside Sales Representative

BMF Herbarium Laboratory Distributor – Curitiba, Brazil | Mar 1996 – Jan 2000

- Sold OTC and prescription products to pharmacies and clinics.
- Influenced prescription rates through relationship building with doctors.

Education

High School Diploma

EESG Prof. Antônia B. C. Luz – Apiai, São Paulo, Brazil

Feb 1990 – Dec 1993

Languages

- English: Fluent
- Spanish: Advanced
- Portuguese: Native