



Sem Winkelman

Buyer Citrus & Sales · Greenfood Iberica

Citrus buyer and salesman at Greenfood Iberica, sourcing fruit from Spanish growers and selling it into Scandinavia. I speak six languages, I've worked in front of customers since I was sixteen, and I like the part of the job where a deal gets done.



SCAN ME Freshly inspected. Point your camera at the sticker.

• Contact

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BASED IN
Calonge, Girona, Spain

• Languages

Dutch	● ● ● ● ●
Native	
English	● ● ● ● ○
Fluent · C1	
Spanish	● ● ● ● ○
Fluent · C1	
Catalan	● ● ● ● ○
Fluent · C1	
French	● ● ○ ○ ○
Basic · A2-B1	
German	● ○ ○ ○ ○
Beginner · A1	

• Experience

09/2024 – now

Greenfood Iberica

part of Greenfood Group · Mont-ras

Buyer Citrus / Almería & Sales 03/2026 – now

Buying citrus and Almería produce from growers, selling to Scandinavian customers. Price negotiation, planning and customer support.

Buyer Citrus / Exotics & Sales 09/2024 – 03/2026

Procurement of citrus and exotics, sales to the Nordic markets, export documents and certificates.

05/2024 – 08/2024

SINADRIVES

Direct Drive Experts · Girona

Sales Manager Benelux

Selling direct drive technology across the Netherlands, Belgium and Luxembourg. Technical advice and customer support.

04/2024 – 05/2024

BizAway

Barcelona · hybrid

Sales Executive

B2B sales of business travel, working in Salesforce and Apollo.

10/2023 – 04/2024

HP

Hewlett-Packard · Barcelona

Inbound Sales Representative

B2B inbound sales, product advice and customer support.

● Skills

Procurement & sourcing

Sales development

B2B sales

Negotiation

Relationship building

Active listening

Export documents, certificates & invoices

● Tools

SAP Business One

Salesforce

Apollo

Microsoft Office

● Personal

Born 28-03-2001

Driving licence B and A2

Gym and general wellbeing

● Experience

06/2023 – 09/2023

Garatge Plana, Mercedes-Benz

Mont-ras

After-sales Adviser

First point of contact for customers after purchase and during service.

02/2023 – 06/2023

Damlex Realty

Real Estate Agent

Sales, viewings and client follow-up.

09/2022 – 12/2022

Lidl

Stock & Cashier

Replenishment, store and checkout.

10/2021 – 09/2022

Peixos de Palamós

Sales Agent

Selling fresh fish to companies and restaurants, import and export.

● Earlier

2021

Camping Vall d'Aro, Platja d'Aro · Receptionist

2020

Neda Pool & Spa, Vall-Ilobrega · Pool technician assistant

2019

Camping 3 Estrellas, Vall-Ilobrega · Receptionist

2018

Restaurante Ona, Palamós · Waiter

2017

Call Carlos SL, Calonge · Garden and pool maintenance

● Education

2020 – 2022

International Business · ETG, Girona

2016 – 2020

Secondary school (Batxillerat) · IES Palamós

2015 – 2016

Secondary school · CSG Beilen, the Netherlands

● Where I'm heading

A quick learner with a champion mindset. Next step: grow into a complete sales manager, and in time lead a company.

