Kevin Jiménez Vergara

BUSINESS DEVELOPMENT

Bilingual EN/ES business development for travel, hospitality & SaaS — pipeline, partners and LATAM markets

Miami–Fort Lauderdale, FL · Remote worldwide · Open to relocation · +1 786 843 0724 · kevinj.vergara90@gmail.com · linkedin.com/in/kevin-jimenezvergara
Authorized to work in the U.S. without sponsorship; open to visa support elsewhere.

Summary

Bilingual (EN/ES) business development professional who sells by removing uncertainty and builds the pipeline systems that make it repeatable. At Norwegian Cruise Line Holdings I sell across Latin American, Caribbean and U.S. markets — 46 bookings a month on average, a personal best of 71, consistently Top 15. From Fiji, I supported travel-agency partners across four Lufthansa Group airline programs. As co-founder of CLEVK I design CRM, pipeline and AI-enabled follow-up systems for service businesses.

Core strengths

Business development · Pipeline building & CRM (HubSpot) · B2B partner support (airlines & travel agencies) · LATAM, Caribbean & U.S. markets · Consultative selling · Proposals & client discovery · Cross-functional coordination · AI-enabled workflows (n8n, Zapier) · Bilingual EN/ES · Remote across time zones

Experience

Norwegian Cruise Line Holdings — 2023 – Present

Personal Cruise Consultant · Latin America, Caribbean & U.S. markets

- Sell across Latin American, Caribbean and U.S. markets on a high-volume consultative desk: 46 bookings a month on average (personal best: 71), consistently in the department's Top 15.
- Handle 50–100 customer conversations a day across phone, email and CRM, with dated next steps so no open decision is dropped.
- Translate complex itineraries, pricing, promotions and policy into clear recommendations across three markets, in English and Spanish.
- Coordinate reservations, air, pricing and operations teams to resolve issues around outcomes customers are waiting on.

CLEVK — 2024 – Present

Co-founder · Revenue & Systems (part-time)

- Design CRM and sales-enablement workflows, proposals and customer journeys for service businesses.
- Build automation with HubSpot, n8n, Google Workspace and generative AI for research, documentation and client communication.
- Built Booking Setup, an appointment system with a ten-day delivery model (functional MVP with live prototype).

Storm Brand Labs — 2024 – 2025

Digital Innovation Consultant (contract, remote)

- Designed AI-assisted lead-qualification, proposal, marketing and customer follow-up workflows for selected clients and internal projects.
- Ran SEO, website, customer-journey and digital-process audits to find visibility and conversion opportunities.
- Built automation prototypes with n8n, Zapier, HubSpot, APIs and generative AI platforms.

G.T. Santa Hidroponic — 2021 – 2024

Marketing Director (part-time, remote)

- Helped develop the commercial and marketing strategy for a sustainability-focused hydroponic agriculture venture; coordinated with founders, suppliers and external stakeholders.

KVJ Digital 2020 – 2023

Digital Strategy & Growth Consultant

- Owned client discovery, proposals, scope, timelines, feedback and delivery across multiple projects.
- Delivered positioning, websites, content systems and customer-acquisition work for small businesses and independent professionals.

Mindpearl — Lufthansa Group outsourcing (Suva, Fiji) 2018 – 2020

Sales & Customer Service · Airline B2B Support

- Supported travel-agency partners on airline policies, ticketing questions and procedures across four airline programs.
- Managed ~400 weekly inquiries from customers and travel agencies; supported monthly customer-satisfaction objectives above 85%.

Independent — remote work while traveling Aug 2017 – Aug 2018

Digital Nomad · South America, Europe, Asia & Oceania

- Worked remotely for a year across four continents until moving to Fiji to support the Lufthansa Group through Mindpearl; learned to work across time zones and cultures and to earn trust quickly.

Education

MSc Sustainability, Innovation & Technology — Tomorrow University of Applied Sciences Expected Jun 2027

BSc Business Administration — Management — Campbellsville University · Dean's List, Fall 2014 2016

Certifications, languages & tools

Prototype Impactful Solutions — Certificate of Achievement, Tomorrow University of Applied Sciences · Sep 9, 2026
Focus: Customer Development · Product Development · Measuring/Learning/Iterating

Introduction to Innovation & Entrepreneurship — Certificate, Tomorrow University of Applied Sciences · Aug 23, 2026

Other certifications: EFSET English C1 · Google Digital Marketing · HubSpot SEO · Data Analytics Foundations (LinkedIn Learning) · Lufthansa Group B2B Induction · Diploma in Tourism Studies

Languages: Spanish (native) · English (C1) · Italian & Portuguese (conversational)

Tools: HubSpot · n8n · Zapier · ClickUp · Google Workspace · Microsoft Office · Canva · ChatGPT · Claude

Credentials show what I studied; they do not imply endorsement by the issuing institutions.