



ID-59485 Laura

28/02/1986

Madrid

SUMMARY

- Highly adaptable, ability to work under pressure.
- Negotiation skills.
- Proactive, creative, pro-business and goals driven.
- Used to working to deadlines.
- Strong organisational and people skills.
- Willing to take responsibility and face challenges.
- Fluent in English.

ACADEMIC BACKGROUND

2005-2010. Bachelor's degree in Psychology. Universidad Autónoma de Madrid

2018-2018. HR Management Executive Program. IE Business School

2011-2012. MSc Human Resources Management and Development. Liverpool Hope University

2017-2017. Competencies-based selection y Assessment Centre. Centro de Estudios Garrigues

2017-2017. Extended DISC certification

LANGUAGES

Spanish: Native Speaker

English: High Level. C1 certified.

PROFESSIONAL BACKGROUND

09/2018 – Current. Sales Manager. Cigna

Key Duties:

- Responsible for expanding Key Accounts portfolio through diverse channels. Broker as well as direct contacts.
Focused on large corporate segment.
- Communication with other departments within Cigna, such as Marketing, UW, operations, medical etc. in order to coordinate new business operations.

10/2017- 09/2018. Manager. Wyser

05/2017 - 10/2017 Senior Consultant. Wyser

Key Duties:

- Executive search consultant.
- Business development in Industry sectors, generating new business opportunities. Identify and attract new customers; loyalty and develop the existing ones.
- Negotiation of proposals, agreements and terms of business. Cross selling with all the divisions and business areas in Gi Group.
- Talent market research and proactive talent sourcing.
- Using advanced candidate sourcing techniques (search engines, social networks, job boards, user groups, competitive intelligence, databases and direct recruiting techniques) to deliver best-in-class talent solutions to the business.
- Candidate mapping, talent pool establishment
- Sharing market intelligence with Hiring Managers and HR Managers.
- Executing highly effective phone interviews, video conferences and in person interviews to qualify candidates and ensure a strong and thorough interview process.
- Strong focus on continuous improvement and process efficiency to ensure a maximum number of talented candidates, leads, internal referrals and external referrals on a daily basis.

07/2014 - 05/2017. Senior Consultant. Randstad Professionals

Key duties:

- Managing the recruitment process from start to end.
- Helping clients to find suitable candidates to fill their vacancies understanding their needs.
- Conducting interviews with prospective candidates.
- Arranging interviews with candidates who have been short listed for a position.
- Involved in negotiating the salary between the client and the candidate.
- All functions are monitored on weekly KPIs and monthly invoicing goals.
- Collaborate with Hiring Managers to deliver recruitment strategies and manage expectations.

- Managing the pipeline and difficult to fill vacancies.
- CRM experience dealing with clients on a daily basis.
- Management and development of Key Accounts and targeting new clients.
- Business development in Industry sectors, generating new business opportunities. Identify and attract new customers; loyalty and develop the existing ones.
- Negotiation of proposals, agreements and terms of business. Cross selling with all the divisions and business areas in Randstad.

01/2013 – 07/2014 Consultant. Hays Recruiting Experts Worldwide

Key duties:

- Managing the recruitment process from start to end.
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- Managing the pipeline and difficult to fill vacancies.
- Conducting interviews with prospective candidates.
- Arranging interviews with candidates who have been short listed for a position.
- Involved in negotiating the salary between the client and the candidate.
- Collaborate with managers to deliver recruitment strategies and manage expectations.
- CRM experience dealing with clients on a daily basis.
- Management and development of Key Accounts and targeting new clients.
- Business development in Industry sectors, generating new business opportunities. Identify and attract new customers; loyalty and develop the existing ones.
- Negotiation of proposals, agreements and terms of business. Cross selling with all the divisions and business areas in Hays.
- Dialogue with CEO and Human Resources Directors of the most important multinational companies.
- All functions are monitored on weekly KPIs and monthly invoicing goals.

07/2012-01/2013 Consultant Axis Talento Ejecutivo

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Collaborate with managers to deliver recruitment strategies and manage expectations.

ADDITIONAL INFORMATION

- Driving License.
- Willing to travel and reallocate.