

ID-58411 Julio

Account Manager

Personal Info

Address

28029 Madrid
Spain

Skills

Facebook Business Manager

Twitter Ads

Snapchat Ads

Microsoft Office

Excel, Word, Powerpoint

Google Analytics

Languages

Spanish

Native

English

TOEIC, Trinity

Italian

Licenses

Aug 2009

Car licence, Own car.

Experience

Aug 2019 -
present

Account Manager

TheFork a TripAdvisor Company

- Administrative processes derived from the commercial management of clients.
- Reporting and follow-up of special missions.
- Manage and update the partners database.
- Spot opportunities and apply improvements in the daily operations.
- Keep in continuous contact with country managers

May 2018 -
present

Client Solution Manager, Digital Natives

Facebook, Dublin, Ireland

- Consumer Tech (Health, Education and Tech) and e-commerce account manager
- Weekly calls with clients, designing and applying new strategics and FB - IG products
- Resolution of all the bug and problems clients could face
- Educating clients and through calls and presentations
- Weekly report status to managers and Southern Europe team

Nov 2017 -
Apr 2018

Team Leader, In house account manager

IPG. Madrid, Spain

- Social media team leader, coordinating Adglow in house campaign managers in IPG, Madrid
- Weekly status with campaign managers to analyze and resolve all our clients issues and improve the service
- Monthly economic report to IPG, Madrid of all social media actions
- Coordinate Adglow developers team with Arkdata developers team to create a custom dashboard for Warner Bros Spain with Adglow Api and Tableau
- Specialist in performance strategy through Facebook, Instagram, Twitter and Snapchat, creating synergies between other digital channels and social media platforms through coordinated strategies for Tous, Decathlon, Johnson and Johnson, Warner Bros

Jul 2016 -
Nov 2017

Account Manager

Adglow. Madrid, Spain.

- Account management from a strategic and technical perspective, working with retailers like Grupo Vips (Starbucks Spain and Portugal, Vips, Club Vips, Fridays, Wagamama and Gino's restaurante, supporting them to digitize club vips memberships through club vips app with Facebook, Instagram, Twitter and Snapchat campaings
- Support IPG, Madrid from Adglow central office, helping and teaching in house campaign managers to resolve all the issues they have with IPG clients.
- Support IPG, Madrid In house campaign managers to implement new formats and research new objectives of our clients in social media
- Managing strategies of lead generation for Seat, reaching its objective in community of Madrid and Jimmy Choo presentating its new fragrance through lead ads campaings

Oct 2015 -
Jul 2016

Attorney network coordinator

Axactor. Madrid, Spain

- In charge of the attonery Axactor Spain network

Financial accountant

Passit Madrid. Ávila, Spain

- Accountant and insurance agent

Sep 2011 -
Jul 2012

Student coordinator

Residencia Universitaria Augustinus Nebrija. Madrid, Spain.

- Student coordinator in Residencia Universitaria Augustinus Nebrija the dorm where I lived since 2009 to 2012. Organization of cultural activities, integration of new students and being the link between direction and the students

Education

Apr 2016 -
Jul 2016

Master in International Business ESIC. Madrid, Spain

- International negotiation, logistics, means of transport, market research. 360 hours

Jan 2014 -
Jul 2014

Erasmus internship. Logos Italia srl. Modena, Italy

- Working in diferent departments as marketing, human resources, communication but focused in strategic and finalcial departments of the company. References: Rodrigo Vergara rodrigo.vergara@logos.net and Roberto Savio utopie@ips.org

Sep 2012 -
Jul 2013

Università degli studi di Roma tre. Rome, Italy (Erasmus)

- Facoltà di economia federico caffè, laurea in economia

Sep 2009 -
Jul 2013

Bachelor of Business Administration Universidad Rey Juan Carlos

- Final degree project in export and import to India of the Maycap project

Additional Information

Jul 2015

Participation in the championship of international law "ESIC" (2nd place).

Jan 2011 -
May 2012

Editor in www.depelotis.es award nominee to" 20.blogs price 2011" to the best Tech blog, newspaper "20 minutos"

Interests

Rugby player in Complutense University team and in Rome (Laziale) , Modena (Lupi di Modena) and Ávila (Rugby Ávila Club).
Cooking. Music lover, I was part of Lavadora Sound System group (Electronic, Rap and Reggae music), I am able to handle multiple tasks on a daily basis, I use a creative approach to problem solve, I have organised the staff functions for the last four years with great success.