

CURRICULUM VITAE



PERSONAL DATA

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BIRTH DATE: 30/01/1976

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PROFESSIONAL EXPERIENCE

11/15 – Actually: **BILSTEIN GROUP (FEBI)**

Industrial División Responsable (Spain)

Bilstein Group is dedicated to production and sell spare parts for automotive aftermarket.

Management of portfolio customers dedicated to sell parts for trucks, vans and trailers.

Preparation of annual budgets.

Offers preparation and management of sales campaigns for customers.

Markets research of new products subfamilies launched in Spanish market.

11/14—03/15:

TDZ 2010, S.L.

Export sales manager

TDZ is dedicated to production of hydraulic pumps and components.

Monitoring customer service and administrative management. (CRM)

Development of catalogs of construction machinery.

05/14—10/14:

ARCOMET7, S.L.

Technical salesperson (Spain and Portugal)

Arcomet7 is dedicated to production and installation of machinery for aggregates, cement and concrete sectors. Production and installation of machinery for plastics and alimentary companies.

Search of clients, monitoring customers and administrative management.

01/13—05/13:

ASSECO S.A.

Key Account Manager

Asseco is dedicated to Hardware and software services for domestic consum and different industries.

Advise CRM – ERP – Business Management Applications (Magic, XPI, MDM, Virtualization)

Monitoring customer service and administrative management.

06/07—12/11:

FERSA BEARINGS, S.A.

Key Account manager Spain and Portugal.

Fersa is dedicated to production of bearings for automobile applications and other industries.

Market research according to different tipologies of costumers. (agriculture, general industry, automobile and renewable energy).

Monitoring customer service and administrative management.

Preparation of annual budgets. (turnover and demand of raw materials)

Creation of commercial networks (industry, agriculture, automobile and industry).

Market research for release of a new product range for automobile and other industries (Wheel kits and biconic bearings for trucks).

Developing of marketing strategy and participation in automobile trade shows (MOTORTEC and Feria Zaragoza)

Experience with aftermarket distribution costumers, Spanish purchases groups (automobile and general industry) and OEM-T1 (different sectors).

Experience with sales teams (8 freelance persons) Annual planning trips.

Experience with CRM.

Experience with ERP.

06/06—06/07: INDUSTRIA DE FIJACION TECNICA, S.L.

Key account manager

IFT is dedicated to distribution of material for different industries. Direct sales to garages.

Monitoring customer service and administrative management.

09/05 –06/06: IRUTEL, S.L.

Company dedicated to new technologies for use in the rural environment, such as installation of cable network for TV and phone companies.

Sales team leader and managing customers' portfolio.

EDUCATION

- Degree in History, University of Zaragoza.
- Curso Adaptación Pedagógica. (CAP), University of Zaragoza.
- Doctorate in Economy and Society of Spain S. XX; University of Zaragoza (not finished)
- Master in sales (SPDV); ESIC.
- Foreign Trade; FEMZ
- Business English; FEMZ.
- Business skills; FEMZ.
- Non verbal communication; QUE DIGO.
- Negotiation tactics; APD.
- Analysis of quality in comercial process; FEMZ.

IT SKILLS

- Microsoft office package. (excel advanced)
- Managetment sistem Navisión.
- Comercial bussines Sistem QlickView.

LENGUAGES

- English.

OTHERS

- Deep knowledge of distribution networks in industrial environment.
- Good anaytical skills and problem resolution.
- Organized, motivated, proactive.
- Willing to travel 50-60 % per year.
- Participation in corporate presentations and group projects.
- Participation in working groups to launch a new product. (New range of products)
- Market research to evaluate current market opportunities and competition.