

ID-59465 Natalia



Proactive professional with experience in account management, international business development, financial analysis, marketing planning and market research.

I consider myself a dynamic and responsible person, highly organized and detail-oriented.

Education

MBA in International Management - International Business/Trade/Commerce · International University Menéndez Pelayo (ICEX-CECO) Madrid, Spain (2017 - 2018)

Bachelor's Degree, Business Administration, Management and Operations · University CEU Valencia, Spain (2011 - 2015)

Languages

Spanish – Native (C2)
English – Bilingual (C2)
French – Intermediate (B1-B2)
Italian – Elementary (A2)

Courses

Trello, Nextcloud and Pipedrive - Dinero Gelt, S.L

January 2022 – March 2022.

SAP MM, SAP Controlling and ERP SAP R3 SD – Pastas Gallo.

February 2020 – April 2020.

Children's Human Rights – University of Geneva.

January 2019 – April 2019.

Content management WEB UCM and CRM Global management - International University Menéndez Pelayo. December 2018.

Skills

- MS Office: Word, Excel, Power Point, Outlook, Microsoft Teams
- CRM: Salesforce, Microsoft Dynamics.
- SAP & ERP
- Trello, Nexcloud, Pipedrive.
- Strong Commercial skills.
- Good communication and interpersonal skills.

Professional Career

Key Account Manager - FMCG & Retail **Dinero Gelt, S.L**



January 2022 - Present

Madrid, Spain

- FMCG Account management: developing strong relationships with customers.
- Data analysts and market research.
- Annual Marketing Plan design for each client.
- Online and offline marketing strategies adapted to the needs of each brand.
- Drive-to-store solutions for retailers and brands: leveraging online and mobile technology to drive offline real-world sales.

International Key Account Manager (Europe & LATAM) **Pastas Gallo S.L.**



January 2020 – January 2022 (2 years)

Barcelona, Spain

- Development of the European and American market.
- Market research and analysis, detection of potential clients and competitors.
- Annual Marketing Plan design for each client.
- Management and negotiation with current clients, conducting visits to clients.
- Technical and commercial advisory within the product portfolio.
- Preparation of budgets and organization of logistics.

International Trade & Investment Advisor **Spanish Embassy - Economic Office**

January 2019 – January 2020 (1 year)

Santo Domingo, Dominican Republic



- Development of market studies.
- Design of sectorial and macroeconomic reports.
- Search of local partners.
- Attendance at trade fairs and report preparation.
- Elaboration of meeting agendas.

Financial Advisor **CaixaBank**

January 2016 – January 2019 (3 years)

Madrid Area, Spain



- Consulting and professional financial advice.
- Management of customer transactions.
- Development of investment strategies.