



ID-60548 Mikel

WORK EXPERIENCE

HEWLETT-PACKARD (HP) 10/20-CURRENT JOB

GLOBAL ACCOUNT MANAGER

As the Account manager I am responsible of all matters of my accounts in terms of building and maintaining strong and long-lasting relationships.

Negotiation of the contracts, advisor relationships and the development of the account are the main duties.

WORLD REFINING ASSOCIATION AND OIL AND GAS COUNCIL 07/19 – 09/ 2020

The Oil and Gas Council is the largest and most influential network of senior oil and gas, finance and investment executives in the world hosting a range of networking events.

The World Refining Association is committed to create high quality events in the form of conferences, roundtables, exhibitions and networking evenings. We have a global reach and are currently active in Africa, Middle East CIS and Europe.

SENIOR DELEGATES SALES MANAGER

- Supervise the members of the delegates sales team.
- Report to the Sales Director.
- Represent the team in 4 different events across the portfolio of the company.
- Keep my revenue to high standards (annual target of £600.000k).
- Created a webinar in order to increase our accounts.
- Implementing an individual lead research

GREEN POWER GLOBAL 03/17 to 06/19

Green Power Conferences enriches the global sustainable energy sector through industry-leading, forward-looking events and training programs. Since 2003, 36,000 attendees from 166 countries, providing strategic business intelligence in 35 countries. The mission is to be the industry's most trusted



Bilbao
11/05/1990



Barcelon



LANGUAGES

SPANISH - Native

ENGLISH - Fluent

ITALIAN - Fluent

REFERENCES

Available upon
request

provider of consistently high value intelligence and connections demonstrated by a continually rising measure of customer satisfaction.

SENIOR DELEGATES SALES MANAGER from 02/18 to 06/19

- Supervise 3 other members of the delegates sales team.
- Increase the revenue and targets for the company.
- Able to identify and understand the individual motivation of the team.
- Reporting to the Sales Director.
- Increasing my sales revenue £400.000k.

DELEGATES SALES MANAGER

from 03/17 to 02/18

- Reporting to the Head of Delegates and driving the delegate sales team forward on a daily basis through creating a motivating target driven environment.
- Being on-site in the conferences on different countries like Colombia or Argentina.
- Proven track record of continuously achieving and exceeding targets within a sales team including revenue and KPI's.
- Top seller of the year doing a revenue of £270.000k
- Promoted to Senior Delegates Sales Manager within a year.

CUMPSTY COMMUNICATIONS

ACCOUNT EXECUTIVE

from 02/16 to 01/17

Account Executive working across several client accounts. I worked on new business development along with the upgrading of the company's IT and social media.

- Re- organising the company's website and contacts.
- Working in projects with big companies such as Red Funnel.
- Assisting with the new accounts collection for the company.

THE ENTERPRISE FORUM

INTERNSHIP

from 10/15 to 02/16

As assistant to the Executive Director, my role was to help in the delivery of the program of the Enterprise Forum. As the Forum deals with the most senior business and political leaders in the UK, presenting the most professional image to these key people is central to my role.

- Manage to Run an event in the House of Commons called The 1922 Committee

EDUCATION

- **MASTER'S DEGREE OF DIGITAL MARKETING (EAE)**– 2020
- **MARKETING DEGREE** (Centro profesional San Luis) – From 2008- 2011.