

PERSONAL INFORMATION

NAME: Tomás
SURNAME: Pérez-Kapelas Martinet
BIRTHDAY: 22/07/1986
ADDRESS: Av. Juan Pablo II, 13, Portal 1, 2ºA
28860, Paracuellos de Jarama, Madrid
TELEPHONE: 615052323
E-MAIL: tomasperezkapelas@gmail.com



EDUCATION:

- **Business Administration Degree.** (Universidad Complutense of Madrid)

- First Certificate in English B2 (British Council)
- Exchange Market Course, BME (Madrid Exchange Market)
- Windows programs advanced course
- INTEA Course "New car sales advisors"
- ASNEF Course "Auto channel"
- KIA Motors Iberia Course "New automotive technologies (HEV, PHEV y EV)"

PERSONAL OBJECTIVES:

I would like to be part of an automotive company, where I could achieve a global vision, working experience, and develop myself personally and professionally. Automotive is my passion and I would like to contribute to making the automotive industry more efficient and sustainable.

WORKING EXPERIENCE:

-  - **Hertz:** B2B Remarketing Car Sales Executive. Domestic and international customers (Dealers, traders, purchasers, auctioneers). Managing the B2B Hertz Car Sales website in Spain with more than 500 registered B2B users, managing the website campaigns, promotions and newsletters. (Nov. 2018-Currently)
-  - **KIA Motors (T. de las Heras S.L. official dealer):** Car sales advisor - New and Used (Remarketing). B2C and B2B (renting and leasing). CRM and Leads management. Financial management with bank entities. (Nov. 2015-Oct. 2018)
-  - **Tobacco Bureau Consulting S.A. (TBC):** Business development consultant. Company dedicated to the market research of the tobacco sale at second channel (tobacco machines) in the national market. Promotion and renting of the machines to the tobaccoconists in order to gather the sales information online and make market researches for the main tobacco companies, like Philip Morris, British American Tobacco, Japan Tobacco and Imperial Tobacco. (Feb. 2012 – Aug.2015)
-  - **Mercedes-Benz (Grupo Itra, official Dealer):** Trainee. CRM and Leads management of second hand online market in the main specialist sites (Oct. 2011 – Feb. 2012)

During my studies, I have also worked for different companies in short term jobs like Car rental agent in **National-Atesa**, driver for **Europcar**, check-in agent in **Easyjet**, salesman in **El Corte Inglés**, and other jobs for agencies in different **Ifema** tradeshows.

PERSONAL INTERESTS:

- Classic cars lover and amateur mechanic.
- Collect national and international magazines and great fan of car industry, history and market.
- Driving license.