

Javier Z.

Personal Information

Date of birth: 27/06/1995

Country of birth: Spain

Nationality: Spanish



Education

ESADE Business School, Ramon Llull University
Bachelor in Business Administration - BBA

Barcelona, Spain
09/13-06/17

Tsinghua University, School of Economics and Management
Exchange programme – Honours in International Strategy

Beijing, China
01/16-06/16

Vicent Sos Baynat
Secondary school – Graduated with honours (9,4/10)

Castellón, Spain
09/11-06/13

Work Experience

LVMH Group – Luxury consumer goods

Barcelona, Spain

Area Manager at Moët Hennessy

05/18 - Pres.

- Managed HORECA accounts in Barcelona. Defined and implemented commercial strategy.
- Analyzed market to identify opportunities and to expand distribution. Led a team of 3 assistants orienting them to results.
- Negotiated annual agreements and developed commercial plans with key customers.

Barcelona, Spain

Area Manager Assistant at Moët Hennessy

06/17 - 05/18

- Assisted the Area Manager in organizing, planning and implementing commercial strategy in the HORECA sector.
- Communicated with customers and evaluated their needs. Reported Area Manager if an opportunity was identified.
- Provided detailed reports on results following KPIs. Ensured high level of customer's satisfaction.

L'Oréal - Cosmetics and beauty

Madrid, Spain

Marketing Intern at Giorgio Armani

07/16 - 01/17

- Developed the different elements in the launch of new products (PLV, digital support, reported impact and evolution, etc.)
- Analysed the brand and monitored the competition. CRM, creation of emailing, newsletters and press releases.
- Contacted and negotiated with different suppliers and with the purchasing team.
- Outcome: Fast-tracked to Talent Development Program.

Thunder Studio - Creative start-up

Valencia, Spain

Co-founder

07/15 – 06/17

- Managed a portfolio of products including web design, branding and digital marketing.
- Defined the market of reference, identified possible targets and attracted new clients.
- Coordinated a team of 4 commercials to reach clients and assisted more than 10 companies.

Language Skills

Spanish and Catalan (Native), English (Fluent), French (Intermediate), Chinese (Basic)

IT Skills

Windows operating system, IOS, Microsoft Office Suite and Photoshop (Advanced), MySQL, SAP and XAMP (Intermediate)

Additional Information

- Team member of the Human Resources department at AIESEC ESADE. Interviewed potential candidates going through admission process.
- Launched blood donation campaign for NGO Banc de Sang which attracted more than 200 donors on campus.
- Volunteered and collected 200+ kg of food for a collecting campaign at ESADE.
- Attended to leadership course of 48 hours delivered by Emilio Duró.
- Team captain of a semi-professional Spanish League team for the last 6 years.
- Extreme races runner – 2015 Marathon and Transpyr 1.100km cycling race.