



ID-49122

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Oviedo, Asturias, Spain – 24/01/1993

## EXPERIENCE

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- **Diagnostrum IT Health Services, S.L. – Marketing department** 2016

Start-up operating within the health sector as a communication platform for professionals. The functions carried out are as follows: management of the daily operation of corporate profiles in social networks, update of the action plan in social media and taking part in the strategic planning of digital marketing.

- **Gebhardt Stahl GmbH – Spain, LATAM and Portugal Sales & Marketing Junior Manager**

2017 - 2019

Market development and sales representative for Spain, Portugal and Latin America markets at **Gebhardt Stahl GmbH**, a German company specialized in the production of steel profiles.

Key responsibilities: Business and sales development, market analysis, branding, customer services and export management.

## EDUCATION

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- **Commerce and Marketing Degree – Mention in International Trade** 2011-2016

### **Universidad de Oviedo**

Full-time bachelor bilingual degree, including one year abroad. Participation in several Marketing projects and Business plans as part of learning. Specialization in **commercial management**

- **Academic year in Univerzita Komenskeho v Bratislave (Bratislava – Slovakia)** 2014-2015

Academic year coursed in Bratislava through the **Erasmus + program**, which has helped me to know new cultures by living surrounded by people of different nationalities and adapting to different work environments.

- **Master in International Trade & Business – ESIC Business & Marketing School** 2016-2017

Full-time academic course, including 2 months abroad. Understanding the functioning of markets, as well as the process of globalization and the business development of the company.

- **International experience at SHUMBA Shanghai University** 2017

Two-month stay in Shanghai, taking courses at the **Shanghai University MBA**, in order to reinforce the international profile and adapting to new environments and situations.

## LANGUAGES

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	SPANISH	ENGLISH
<b>Understanding</b>	● ● ● ● ●	● ● ● ● ●
<b>Speaking</b>	● ● ● ● ●	● ● ● ● ●
<b>Writing</b>	● ● ● ● ●	● ● ● ● ●

## COMMUNICATION SKILLS

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- Customer-oriented communication
- Teamwork capacity
- Sociability
- Communicative

## ORGANIZATIONAL AND MANAGEMENT SKILLS

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- Organizational and planning capacity
- Business planning
- Proactive
- Adaptation to new environments capacity
- Analytical and strategic capacity

## TECHNICAL SKILLS

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- Marketing and brand positioning
- MS Office – Word, PowerPoint, Excel and Access
- Sales
- Market management
- Customer service
- Market research

## PERSONAL SKILLS

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Capacity for multicultural environments teamwork. Throughout my career I have had to work and study in a strong international environment, so this experience has made me a proactive and adaptable person to different environments.