



ID-64435 JAVIER

Madrid

PROFILE

Bilingual English speaker, with a Double Degree in Business Administration and Marketing and 8 years of experience in Sales Departments. Excellent communication skills and fast problem-solving. Proactive and methodic in achieving set goals combined with solid work and personal ethics.

WORK EXPERIENCE

Sales and Business Development Manager, GRUPO MONEX, Madrid - July 2021 – July 2023

- Manage the Junior Business Development team
- Maintain the relationship with my client portfolio and expand it
- Attending to meetings and events with potential clients and affiliates
- Finding solutions through personalized strategies against the risks associated with market volatility
- Coordinate with different Departments(Compliance, Risk, Dealing...) in order to improve processes and create long.term relationship with clients

Key Account Manager, AVANZA EXTERNALIZACIÓN DE SERVICIOS, Madrid - January 2021 - June 2021

- Maintain the relationship with my client portfolio and expand it
- Prepare proposals according to customer needs
- Prepare budgets
- Negotiate and make agreements in terms and conditions of the contract
- Work together with the Operations Department in order to ensure the quality of the service and solve possible incidents

Key Account Manager, ABSOLUTE LOGISTICS, Madrid - October 2018 - September 2020

- Key Account Management
- Quote commercial transactions
- Attending to meetings and events with potential clients and prospects
- Training and supervising the sales team

- Ensure excellence through all the sales process, from the closing of the deal to the reception of the product by our client

Senior Business Development, EBURY PARTNERS, Madrid - November 2016 - June 2018

- Manage my sales team of Junior Business Developers
- Maintain the relationship with my client portfolio and expand it
- Attending to meetings and events with potential clients and affiliates
- Finding solutions through personalized strategies against the risks associated with market volatility
- Coordinate with different Departments(Compliance, Risk, Dealing...) in order to improve processes and create long term relationship with clients

Junior Business Development, EBURY PARTNERS, Madrid - February 2016 - October 2016

- Develop a database of leads/prospective clients
- Cold calling to present and promote the company services
- Foreign Exchange market monitoring
- Negotiation with potential clients
- Apply legal procedures working together with the Compliance Department for account opening

EDUCATION

Double Degree in Business Administration and Marketing Management

Institution: Universidad Rey Juan Carlos, Madrid

COMPUTER SKILLS

- **Operating System:** Microsoft Windows
- **CRM Platform:** Salesforce, FXDB
- **Microsoft Office:** User level

LANGUAGES

- **English:** bilingual speaker
- **Spanish:** native speaker

ADDITIONAL INFORMATION

- Driver's licence, Own vehicle
- Availability to travel