

# ID-59122 Xavier

The ability to adapt quickly to new ideas and situations allows me to achieve consistent and significant successes in multiple industries.



## Personal Info

Girona

## Skills

Good communicator

Decisive

Self-motivated

## Software

QlickView

SAP

Microsoft Excell

Facebook Ads

Google Analytics

## Languages

Catalan

Spanish

English

## Hobby

Sports passionate

Stocks investor

Traveler

Content Creator

Video Editor

## Work History

2021-02  
- present

### Demand Planner Asia & America

*Hipra, Girona*

Develop effective forecast models based on industry trends and demand patterns. Propose and implement solutions to improve demand forecast accuracy.

2021-01  
- 2022-01

### Co-founder & Key Account Manager

*Impulsats, Girona*

Developing and building B2B relationships with prospective clients.

2019-11  
- 2020-11

### Marketing Analyst

*Max Mara Fashion Group, Sydney*

Monitor wholesale selling campaigns and prepare end of season summary for stakeholders using and developing a CRM system. Assist the Sales Manager in ad-hoc commercial projects

2020-06  
- 2020-11

### Sales Representative

*HelloFresh, Sydney*

Generating and analysing leads and KPIs. Negotiating all contracts with prospective clients.

2017-03  
- 2018-04

### Marketing Analyst

*Volkswagen Group España Distribución, Barcelona*

Consolidation of CRM, loyalty and acquisition projects and managing the marketing budget.

2016-09  
- 2017-03

### Account Manager

*Caixabank, Barcelona*

Managed and supported a diverse client portfolio negotiating contracts and closing agreements to maximize profits.

2021-01  
- 2021-09

### Account Manager

*Santander Bank, Barcelona*

Collaborate with sales team to identify and grow opportunities within territory managing a client portfolio.

## Education

2021-11  
- present

### Cryptocurrencies and blockchain

*Cryptomaster Academy, online*

2020-04  
- 2020-09

### Finance and Investment

*EF Business School, online*

2015-09  
- 2016-06

### Marketing and Commercial management

*EAE Business School, Barcelona*

2011-09  
- 2015-09

### Business Management

*EAE Business School, Barcelona-London*