



ID-34834

Date of Birth:

Ermua, 27/01/1984

Address:

48002 Bilbao (Bizkaia)

Professional experience



- 11/2015- now** **JUST-EAT.es SPAIN** **Bilbao**
Title: Territory Manager
Function: Manage and achieve the growth of the business in my area: País Vasco, Cantabria, Navarra, La Rioja.
- 08/2012- 2015/11** **JUST-EAT.es SPAIN** **Bilbao**
Title: Sales Executive & Key Account Manager
Function: JustEat is an Online Food Ordering Service. You can now order food from more than 100.000 restaurants across the world. Sales executive and KAM functions. Operation zone: Basque Country, Cantabria, Navarra and La Rioja. High knowledge of Salesforce.
- 12/2011 - 07/2012** **King Ozono SL** **Bilbao**
Title: Sales Director
Function: Creating a sales network to sell ozone generators to SMEs. 4 sales people in my charge. Until then, the manufacturer was limited to manufacturing for other brands and exporting their products.
- 12/2011 - 04/2012** **Biodentic Norte SLU** **Bilbao**
Title: Owner
Function: Creating my own sales indirect network for Safetic Solutions Ibérica
- 06/2010 - 12/2011** **SafeTIC Solutions Iberica SA** **Bilbao**
Title: Regional Sales Manager
Function: Regional Sales Manager, responsible for the agency in northern Spain (Basque Country, Cantabria, Navarra, La Rioja and Aragon) with 10-12 Sales executives. Planning business objectives, planning and monitoring the work of the sales force, besides organizing the installation of the sold equipment.
- 01/2009 - 06/2010** **SafeTIC Solutions Iberica SA** **Bilbao**
Title: Sales executive
Function: Manufacturer and seller of biometric access systems in most countries of Europe. Sales executive, arranging visits and conducting direct selling both freelancers, SMEs and medium / large companies. 250-300 thousand €/ month revenue into two brands: Easydentic / Oytech: Security systems and access control biometric (fingerprint), and video surveillance. DOC, Connected Operational Defibrillator: Defibrillators with associated services for public and private entities





Carlos Díaz Gallardo

Date of Birth:

Ermua, 27/01/1984

Address:

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06/2008 – 02/2009 Home English SA Zaragoza

Title: Regional Sales Manager

Function: Responsible for the opening of the delegation of Aragón (non-existent until then), in charge of the formation and structuring of a sales network with 6 people.

09/2006 – 02/2009 Home English SA Bilbao

Title: Sales executive

Function: Sales executive, selling language courses.

10/2005 – 05/2006 Bacardi Group

Title: POS, Point Of Sale management and Coordinator of promotional events.

Function: POS in large supermarkets like Eroski and Coordinator of proms and advertising for brands of BACARDI Group commanding some hostesses and promoters.

Education

2000-2002 Technological Bachelor Degree
Ermua-Eibar University

2002- 2007 Technical Engineering in Computer Managements
UPV/EHU University in Bilbao

Other

Languages **English:** Fluently
 Spanish: Native
 Euskera - Basque: Fluently

Other qualifications:

Typing
ICEA certificate, insurance sector (123h.)

Computing Wide knowledge in all areas of computing, both at user level (office, internet, etc) and in some levels of web programming.

B driving license