



ID-57995
JORGE



Date of Birth: 18 July 1996,
MADRID

LANGUAGES

Spanish (Native)
English (Advance)
Experience abroad

IT KNOWLEDGE

CRM Zoho High level
Office Package High Level
Microsoft SharePoint High Level

WORK EXPERIENCE

BUSINESS DEVELOPMENT

Ciudad Aumentada SL

May 2020- Present

My main roll in this IT consulting company is proactively generate new business through qualifying, researching market, Social selling and networking with exposure to speaking with C-Level leaders across varying industries.

I´m also engaging with prospects and potential customers, help them understand the value of Digitalization and Social Media, and move them forward in the sales process to the Account Executive.

My main sales tools are a CRM system and social media channels to identify business opportunities.

INTEFRNATIONAL CULTURAL ASSISTANT

Spanish Embassy - Cultural Office

September 2019 - April 2020

Assistant of diplomats in tasks related to their public office. My duties ranged from writing reports on political-economic developments, to participating in international and cultural diplomatic events.

TEAM LEADER

MAR Acuatic Resort

July 2016- August 2019

My duties at MAR Acuatic were as team leader, we had to supervise and organize the resort’s activities.

EVENT COORDINATOR

UCM

December 2017-December 2019

My main task was the organization and coordination of different university events. Team leader and camp

EDUCATION

Universidad Complutense de Madrid (UCM)

Bachelor of Business Administration and Management

September 2015-May 2019

Specialized in finance.

Erasmus Traineeship (Poland)

Spanish Embassy in Warsaw

September 2019 - April 2020

Brook House High School (Dublin, Ireland).

Exchange student, Junior year

August 2013- July 2014

ABOUT ME

I consider myself an outgoing and perfectionist person. I always try the best to progress, learn new skills and improve weaknesses. Technology is my passion, I am very curious and it is not difficult for me to learn quickly. In my last jobs, I have been proactive, I easily gain confidence and ease. I am also very friendly with everyone.