



ID-52919

Madrid

PROACTIVE AND DEDICATED PROFESSIONAL

COMMERCIAL AWARE | EMOTIONAL INTELLIGENCE | TOP UNIVERSITY EDUCATION

Focused to develop my professional career in the Sales area department. Acquired along my professional career an innovative attitude, an analytical behavior and team management competencies among others. Considered a very proactive and dedicated person by the managers I worked with. Advanced English level and Excel management

EUROPASTRY, SPAIN

REGIONAL KEY ACCOUNT MANAGER, MODERN DISTRIBUTION 2018--PRESENT

- Key Account Management Nationally and International.
- I manage large international accounts such as El Corte Inglés, Gadisa & Froiz, among others. Implemented new products with Costco in countries such as Japan or Taiwan.
- Work cross-functionally with marketing, trade marketing and revenue management on the execution of promotional activities
- Comprehensive control of the P&L of each of my clients.
- I have established and executed strategies to improve the commercial relationship with the client.

TH3DOT, SPAIN

2018 — 2018

BUSINESS DEVELOPER

Th3Dot is a Start-up company, creates and manage solutions for any person or company in the design area.

- Developed a Business Plan for 2 different product line (Farmbot, CustomCryptoStore)
- Designed interactive strategies with our social media community, increased encourage and empowered the brand.

PRICEWATERHOUSECOOPERS, SPAIN

2015—2018

SENIOR AUDITOR

- Involved in a wide variety of clients, leaded and motivated the team I worked with.
- Day to day management of the information required to deliver the requirements, multitasking ability.
- Engaged in the largest Real State debt purchase offer in Spain, analyzing the viability of 250 companies, taking into account their profitability and the value of their assets.
- Train collages in Microsoft Excel to increase team productivity

MCDONALD´S, SPAIN

2013 —2014

STUDENT EMPLOYEE

- Rotated two summers (six months) in the different position of a McDonald´s restaurant, acquired wide knowledge of the franchise.
- Assisted the supervisor with the weekly prevision of purchases and schedule.
- Administered full scope audit statements, mainly for construction services and product companies.

EDUCATION

MASTER´S DEGREE IN MARKETING AND SALES DIRECTION 2017— PRESENT

EAE BUSINESS SCHOOL, MADRID

MASTER´S DEGREE IN AUDIT OF FINANCIAL STATEMENTS 2015— 2017

COLEGIO UNIVERSITARIO DE ESTUDIOS FINANCIEROS, MADRID

BILINGUAL BUSINESS ADMINISTRATION DEGREE 2011— 2015

COLEGIO UNIVERSITARIO DE ESTUDIOS FINANCIEROS, MADRID

UNIVERSITY EXCHANGE PROGRAM 2013— 2014

RENMIN UNIVERSITY OF CHINA, BEIJIN

PROFESSIONAL DEVELOPMENTS

APD-Program for high performance commercials 2019

Investment course stock exchange markets (AEMIN) 2015

Volunteering "Best Buddies" Foundation 2015