



ID-59263 LORETO

MADRID, ESPAÑA

01/01/1997

I am passionate about sales and international markets. Experienced in International Sales, specifically in Spanish, Portuguese, Italian and African Markets. I am a results oriented person open to new opportunities in sales area.

SKILLS

- International sales.
- International lead development.
- EMEA area.
- Communication skills.
- Negotiation.
- International markets.
- Problem resolution.
- KPI-driven person.
- Salesforce & CRM management.

EDUCATION

Yepso! - Posgraduation in European Union Foreign Policy (202-2021)

Spanish Diplomatic School. - Foreign Affairs Ministry - Master in Diplomacy and International Relations. Minor in International Economics (2018-2019)

University Loyola Andalucia - Degree in International Relations, Foreign Policy and Security (2014-2018)

LANGUAGES

- English C1.
- Portuguese C1.
- French B2.
- Italian B2.
- Basic German.

PROFESSIONAL EXPERIENCE

International Account Sales Executive at Five Thousand Miles, Lisboa & Madrid.

January 2021 - February 2022

B2B prospecting and cold calling.
Presentation of the product.
Qualification of the lead.
Meetings with decision makers and presentation of project.
Closing process management and support.
International Markets Support.
Spanish sales team leader (six people)
Opening of the Spanish market and office.
Inside sales manager, international markets.

International Consultant at Spanish Embassy to Portugal.

October 2019 - July 2020.

Consulting of European funds for regional development and companies.
Law, politics and administrative consulting of relations between Portugal and Spain.
Representation of the Spanish Embassy in events and meetings.
Relationship with stakeholders, (companies, lobbies, institutions...)

International Sales at Uniplaces, Lisboa.

Junio 2019 - Septiembre 2019

International sales focused on spanish and italian markets, B2B & B2C.
Accounts acquisition into the digital platform.
Management of the whole sales process.