

PERSONAL INFORMATION

Date of Birth: August 11th, 1987, Navarra, Spain

OBJECTIVE

Work in a top international company. I have a great interpersonal skills and the capacity of developing simultaneously tasks in a variety of disciplines. I am result-oriented person.

WORK EXPERIENCE

- 1) **(01-11-20) – (Present) WILLIS TOWERS WATSON:** Enterprise Account Manager
- 2) **(01-06-12) – (01/11/20) WILLIS TOWERS WATSON:** Developing the role of Business Development Manager in Spain, having meetings, visits and working with different customers inside and outside the company to establish the strategy to be applied. Working with medium and large accounts, generating opportunities and closing them from beginning to the end. Preparing, managing and developing commercial campaigns. Active coordination with Willis Towers Watson offices in order to establish the sales/marketing plan of action in their region. Presenting the services in a structured professional way face to face. Responsible for the coordination of Willis departments' actions, communications and meetings within my clients, maintaining customer's relationships and increasing loyalty (Client Advocate functions). Creating detailed proposal documents, often as part of a formal bidding process which is largely dictated by the prospective customer, gaining a clear understanding of customers' businesses and requirements. Making accurate, rapid cost calculations and providing customers with quotations. I am responsible for supporting Willis growing sales organization team focusing on planning, managing, and executing critical sales building programs, in addition to attending team meetings and sharing best practice with colleagues. Working with COO and Senior Directors to ensure results of the strategy applied. In charge of annual market studies. I've hunter and farmer skills.
- 3) **(01-01-12) – (01-06-12) WILLIS:** Developing the role of Account Manager in Spain. Negotiation and renegotiation of Professional Indemnity Insurance and Directors & Officers Liability. Active negotiation processes with Insurance companies in order to ensure best liability services for our clients with best economical terms. Advisory Work. Helping Sales executives in new business opportunities giving them support in technical aspects of the negotiation process. Establish Willis' Commission coming from Insurance Companies for every customer in the portfolio.
- 4) **(01-11-09) – (31-05-11) CAJA RURAL DE NAVARRA:** Developing the role of Account Manager in one of the most important banks of Navarra, working on a team on a daily basis, being responsible for the management of a commercial upright and geographic area, having meetings, generating opportunities for business and closing them from beginning to end, maintaining client relationships, working towards and reaching sales goals. Analysis of financial operations.
- 5) **(01-07-08) – (31-08-09) BBVA:** Working as a Financial Analyst and Sales Executive, managing tasks and client relations, developing and maintaining custom-made plans, account management, financial analysis of companies

and projects. Establish financial risk and profitability of the project and payment capacity of the customer. Active coordination with Pricing department and regional offices.

LANGUAGES

Spanish; Native, English; fluent / high level, French; Intermediate,

EDUCATION

- **(2005-2009) Management and Business International Degree** at University of Navarra, Spain.
- **(2007-2008) Athens University of Economics and Business Degree**, Greece.

OTHER EDUCATION

- (2016) Cloud Computing (Escuela de Organización Industrial)
- (2016) Web Analytics (Escuela Organización Industrial)
- (2015) E-Commerce (Escuela de Organización Industrial)
- (2015) Digital Marketing Certification. (Interactive Advertising Bureau)
- (2012 – 2015) Multiple product trainings.
- (2012) Insurance Intermediaries Program.
- (2011) RGA Insurance intermediaries Program.

NEW TECHNOLOGIES

High domain of IT, Advanced Office package, Web conferences, WebEx, knowledge of CRM, Presentations, Social media, Calendar Organization, business analysis and IT Marketing/Sales tools, knowledge of Cisco Products.

COMPETENCES

Sales and objectives oriented, Presentations. Negotiating. Networking. Team player. Tools and processes. Strong business knowledge in the IT market and data center general design concepts. Ability to work to budgets and under pressure. Good organisational and Time management skills. Medium and long strategy vision and leader skills.

PERSONAL INTERESTS

- **Sports:** Golf, Ski, Paddle, Tennis, Football, Basketball.
- **Interests:** Cinema, Theatre, Music, Lecture, Technologies and Travel.

OTHERS

- Driver's license B
- Available to travel
- References and recommendations available upon request.