

## EXPERIENCE

### Kiwi Bricks

February 2023 – Present

#### Key Account Manager

Barcelona – Spain

In Kiwi Bricks I work as a real estate agent. My main duty is to be the intermediary between individuals or businesses looking to buy, sell, or rent properties.

My daily basis are, create personalized property evaluations, represent and negotiate for my customer and their interests, marketing and property listing, property showings, writing of contracts and documentation, market knowledge and continuous update of new regulations and laws regarding real state business, and networking with other agencies, B2B and B2C investors and private customers.

### RightPlace Real Estate (Aspasios)

April 2022 – February 2023

#### Key Account Manager

Barcelona – Spain

My primary responsibility was to conduct compelling listing presentations to attract property owners and gain their trust in entrusting the sale or rental of their properties to our agency. With a persuasive approach, I aimed to showcase the unique selling points of each property and emphasize the benefits of collaborating with our team. I also leveraged my expertise in sales techniques to negotiate and secure favorable deals for our clients. Through diligent follow-ups with prospective buyers or tenants, I consistently maximized sales and rental opportunities, ultimately driving success for both the agency and clients.

### Eliminalia 2013 S. L

January 2019 – April 2022

#### Area Manager Spain & Latam

Barcelona – Spain

As a Business Development Advisor at a cybersecurity and digital data protection company, I was initially tasked with customer service and sales, where I successfully met KPIs. In recognition of my efforts, I was soon promoted to the position of Area Manager Spain, where I oversaw not only my own customer accounts, but also the commercial results and tasks of my team. Short after, I took over the Spanish-speaking department. I also collaborated closely with the heads of the Legal, Social Network and Media departments to ensure the smooth functioning of the company in the Spanish and Latam markets. Through my experience in both B2B and B2C environments, I gained valuable skills in managing accounts of all sizes.

### Dimension Food Company

October 2017 – December 2018

#### Operations Manager

London – UK

In my previous role as an Operations Manager at Gone Burger, I oversaw the procurement of supplies for the primary restaurant and ensured that all necessary stock was available for the branches across London to operate smoothly during their shifts. My responsibilities included coordinating orders and managing deliveries to guarantee that the final product was prepared efficiently and effectively, and that the shift operations ran smoothly. Through my efforts, I successfully managed the procurement process and ensured that all branches had the necessary supplies to prepare the final product with excellence.

### Free Skate and Surf Shop

February 2009 – June 2015

#### Sales Assistant & Store Manager

Barcelona – Spain

My responsibilities as a store manager involved me dealing with the store finances, keeping track of the KPI, and working with the team trying to reach the daily, weekly, monthly and yearly goals.

I was also in charge of keeping the stock levels and ordering from suppliers when needed. I involved my self in the HR decisions too, as I like to work as issues, keeping control of the stock levels, I was also involved with the store's social media and events.

## STUDIES

### Certificate of Higher Education in Watchmaking

INS Mare de Dèu de la Mercè

2013 – 2016

### Certificate of Higher Education in Marketing and Market Research

INS Lluïsa Cura

2010 – 2013

### Certificate of Professional Education in Sales and Marketing

Centre Estudis Sant Francesc

2008 – 2010



## Profile

Experienced Sales & International Operations professional, with a background in IT Sales Management, Customer Success & Service Delivery, and a focus on improving internal culture and external sales. A problem solver and doer with a strategic and hands-on approach, data-driven with a strong attention to detail. Collaborative team player, leveraging strengths in partnerships and alliances to provide exceptional service to clients. Enthusiastic and dedicated learner with a positive attitude and a passion for growth.

## Contact



## IT Skills

- Operating Systems:
  - Windows
  - MacOS
- Microsoft Office Pack (Word, Excel, etc)
- Notions of WordPress & Photoshop
- CRM (Salesforce, Inmovilla, and other internal software)



## Language

- Spanish
- Catalan
- English



## Skills

- Communication and negotiation skills
- Leadership and Teamwork
- Problem solver and adaptable
- Quick learner
- Creative and Proactive
- Punctual and responsible
- Driving Licence