



## Profile

Logistics Director with a commercial focus and extensive experience in team leadership and process optimization. Passionate about innovation and continuous improvement, with a focus on achieving strategic objectives and overcoming operational challenges.

## Contact Information:



28922 Alcorcón, Madrid

## Languages

<b>SPANISH</b>	Native
<b>ENGLISH</b>	High level
<b>ITALIAN</b>	High level

# Xiomara

## INTERNATIONAL DIVISION SENIOR MANAGER

## Work Experience

### INTERNATIONAL DIVISION SENIOR MANAGER

#### Grupo JSV (2010- Present)

- Developed an ultra-express maritime line with Turkey.
- Commercial management of the sales team.
- Key Account Manager for Inditex.
- Commercial management of clients, agents, and partners (CMA-CGM, GFS, etc.).
- Supplier negotiation.
- Management and control of multimodal services (door-to-door service).
- Planning, organization, and monitoring of KPIs.
- Administrative and financial control of the Turkey line.

### EXECUTIVE ASSISTANT

#### Insurance Brokerage Segurado & Galobart (2008 - 2010)

- Support to General Management.
- Preparation of risk reports for policy renewal.
- Invoicing, debt collection management, payments, and treasury and bank control.

## Education

### EXECUTIVE DEVELOPMENT PROGRAM [PIDD] (2022 - 2023)- ESIC

### MASTER'S IN SUPPLY CHAIN MANAGEMENT & LOGISTICS (2016 - 2017)- EAE

### BACHELOR'S IN MARKETING AND INTERNATIONAL BUSINESS (2002 - 2006) - Unitec / UEM

Laureate International Universities, with Honors

## Professional Skills

Problem-solving, responsible, and organized.  
Team management and leadership.  
Ability to work under pressure and multitask.  
Initiative and adaptability.