



## Fernando Martin Alvarez Biering

### PERSONAL DATA & HOME ADDRESS

Alicante ZIP 03130, SPAIN.

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Cell. Phone. +34 684 422 826

Nationality: SPANISH / ARGENTINIAN

Proactive, empathetic, organized, fluent in Spanish, English and German with oral and written skills. Experienced in International/national purchases & sales. Direct contact with international manufacturers and factories. I am comfortable working in a team, as well as on an individual basis. Customer and results oriented. Adding and providing solutions and new ideas is a constant challenge for me.

Availability: 2 weeks.

## WORKING EXPERIENCE

### WEBHELP IN COMPANY.

#### ACCOUNT MANAGER GERMAN & ENGLISH MARKETS, BARCELONA

German, Swiss, Austrian, UK, Africa Markets. Negotiation of contracts with Marketing managers and owners. Giving solutions to their inquiries and offering different specific algorithms in order to **enhance** and improve their business. Used to work in international environments.

(Unable to specify project due to **Organic Law on Protection of Data**)

### REMOTE IT SUPPORT AGENT SIEMENS GERMANY.

Remote technical assistance, administration and follow-up of incidents in levels 1&2 for Siemens Germany, Switzerland, Austria, United Kingdom. Management of ticketing programs (SNOW), ticket administration in German, English and Spanish simultaneously, VPN installation, Zscaler / Pulse Secure / cybersecurity. Remote installation of Win10, Office 365, etc. software. Remote installation and configuration of peripherals such as printers, routers, digital card readers. Handling software tools such as NetPro2.0, remote installation of protected software. Team Weaver. LAN / WLAN connectivity, Virtual Client, MFA, PWR, BITLOCKER recovery key management, Win10 access, cloud synchronization, remote storage, OneDrive / Mega / G-Drive. Communications and remote access Genesys, TEAMS, CIRCUIT, ZOOM, Meeting. MS 0365 Pack and OWA management. Internal productivity Genesys + Places. Outlook mobile synchronization, Emails digitally signed and encrypted. DOS commands.

### SQUAD (Madrid). IMPORT & DISTRIBUTION OF SUN GLASSES & PRESCRIPTION FRAMES.

#### SALES REPRESENTATIVE, IN CHARGE OF MURCIA AND VALENCIAN COMMUNITY.

In charge of sales to large optical groups and opticians. New product presentation, technical advice, (consultative sales), after sales of sunglasses and prescription spectacles. Orders, billing, goals to be met, reports, new registrations clients, accounts due.

**QUIMICA21 SL (FACTORY & EXPORT OF CHEMICALS).**

FOREIGN TRADE MANAGER MIDDLE EAST.

GULF, ASIA, OCEANIA, AFRICA

Positively increased company's customers data base and sales, saved more than 20% shipping and handling costs, action that dramatically improved service. negotiation with shipping companies, fluid communication with international customers.

**LP SL - SPAIN - IMPORTERS AND DISTRIBUTORS OF OPTICAL GLASSES.**

PURCHASING MANAGER (Spectacles & Optical Machines).

REGIONS COVERED Valencian Community, Murcia & CASTILLA LA MANCHA.

Slashed payroll/benefits administration costs 30% by negotiating pricing and fees, while ensuring the continuation and enhancements of services.

International and national technical & commercial representative. Attendance at international fairs & exhibitions. Resolution of technical issues.

**FOUNDING PARTNER - TODO TISSUE Argentina - San Isidro, Buenos Aires.**

[www.todotissue.com](http://www.todotissue.com)

Personalization of disposable paper napkins. Web page creation, development & maintenance, DB, structure planning. Planning of customer research and sales. Stock controls and new product development.

**RTC DISTRIBUTORS FOR MINIMA-JULBO - BARCELONA, Spain.**

PRODUCT ADVISOR / CUSTOMER TRAINING

Responsible of regional sales. REGIONS LEVANTE, ALBACETE & MURCIA REGION.

Commercial responsible Levante, Murcia and Castilla la Mancha. Development of a new market. Advice and assistance to customers. Management of CRM and Office package. Organization of own agenda.

**MINIMA EYEWEAR (France / Barcelona)**

Head of sales and customer service for Valencian Community, Castilla La Mancha & Murcia. Potential customer Research, International relations, Sales. Reporting directly to the National Sales Director and Export Director (France).

Development of a new business channel. Attendance at international fairs.

Presentation of new product to wholesale and retail customers. Resolution of technical issues. B2B y B2C.

**GRUPO PLANETA - Spain.**

College and Vocational Advisor.

**PROCOM REDES SA - Las Palmas de Gran Canaria, Las Palmas, ES. German Company.**

Product manager housing y hosting.

**Chores.** New product development. National and international sales. Organization of tech. fairs. Negotiation with Telecommunications companies at national and international level. Product development for hosting (Remote data hosting), study and analysis of our competitors. Negotiation with public entities, Las Palmas Port Authority,

Banks, Rent a Car, Government, Universities. Working together with technical department and web graphic design team.

**BLOISCOM SL.** (sister Co. of Procom Redes SA. Las Palmas de Gran Canaria)  
Product Manager Housing and Hosting, (Data Center)

LOPD Implementation to several renowned Companies, government institutions like, Cabildo, Port Authority of Gran Canarias. Organization of computer exhibition in Las Palmas, hiring of personnel, boot negotiations, presence and advice in expo.

**R.E.F.S.A - Buenos Aires, ARGENTINA.**

**Import manager / Business interpreter**

Attendance to international fairs (Dusseldorf, Hannover, France, Chicago, Buenos Aires). Negotiation with suppliers, international documentation, INCOTERMS, negotiation with shipping companies and freight forwarders, translation and simultaneous interpretation.

## EDUCATION

Catholic University of Buenos Aires, Argentina. (UCA)

Law College.

Westfälische Wilhelms-Universität Münster.

Germany. 1984 - 1991).

Law College, Political Sciences & Business English.

Interpreter.

UNIVERSITY of Siegen (NRW) Germany.

Moved to Siegen NRW, College.

### COLLEGE SEMINARS

Application of political science in the international commercial field.

International commercial affairs.

### HIGH SCHOOL DEGREE

Carmen Arriola de Marín High School - Buenos Aires, Buenos Aires 1978

### ADDITIONAL SKILLS

COMPUTER SKILLS & PROGRAMMS

Office, Windows 10x, social networks, communications, Data Bases, CRM.

### LANGUAGES

ENGLISH. Spoken (fluent), Written (Reports), Reading. University level, GERMAN.

Spoken (fluent), Written (Reports), Reading. University level, SPANISH. Mother

language. University level. ITALIAN. BASIC. PORTUGUESE. BASIC

### Links to social networks

<http://www.linkedin.com/in/f-biering-09b9531a>

<https://www.facebook.com/fernando.a.marin.96>

[www.todotissue.com](http://www.todotissue.com)

### LICENSES, ADDITIONAL CERTIFICATES & SPORTS

**EC driver's license B2 + Own car**

USPTA (USA) Professional Tennis Association Pro's Trainer **License**

Nick Bolletieri's (USA) Pro's Tennis Trainer, Sarasota, TAMPA BAY, USA  
USPTR, (USA) Professional Tennis Association Pro Trainer License  
Golf player (Handicap 20), Pro Paddle (player & Trainer), Squash Player.