

ID- 51877

Madrid

PROFILE

I am a highly motivated marketing graduate, with professional background in marketing and sales in both UK and Spain. I am looking for a new challenge, with a keen desire to thrive and develop a career in an organisation with global scope. I strive to achieve my own goals as well as those set by the organisation. I can offer strong business acumen, experience in team work, goal orientated and determination to succeed.

RELEVANT WORK EXPERIENCE

Oct 2013 – to date Madrid, Spain

Sales Manager at CM Casa Madrid Real Estate Agency

Madrid based company with several offices. Buying, Selling, Lettings, Administration services

- Development of business and marketing plan from scratch
- Hiring, training and dismissing of Sales Agents
- Close of deals for both buyers and sellers with all services required legally, as well as with providers
- Running and coordinating a team of 8 sales advisors reporting daily to myself.
- Revenue growth of +20% per year over the past 5 years
- Marketing activities through traditional and new channels, overseeing budget expense and turnover

Nov 2009 –Sept 2012 Portsmouth, UK

Area Coordinator at www.quieroirainglaterra.com

Spanish company providing accommodation and English courses for foreign students in the UK.

- Assistance on website creation/ Advertising and Promotion in various channels
- Team coordination and reports
- Meeting and establishing contacts (Council, Colleges, Landlords)
- General administration tasks/ closing new deals and clients

Oct 2006 – Sept 2007 Vall d'Uixo – Castellon (Spain)

Shops Supervisor at Cadena Visual, S.A.

Parent company of optical shops *Optimil* and fashion complements shops *Suncorner*.

- Regular visits
- High Street competitors analysis
- Promotions and advertising
- New employee formation and till management
- Report writing and meetings with management

Oct 2005 – Sept 2006 Vall d'Uixo – Castellon (Spain)

Marketing Assistant at Cadena Visual, S.A.

- Marketing campaigns
- Databases management
- Mail and phone support to clients
- Market research in different areas of Spain
- Coordination of meetings and new shop openings
- Liaise with advertisement agencies and printing services

Exhibitor Assistant at trade shows in Madrid, Valencia, Paris, Milan...

- Reception of clients
- Preparation and production of materials
- Competitors and new products analysis
- Personal attention and introduction of company to potential clients

EDUCATION

2010-2013 Portsmouth, UK

BA (Hons) Marketing at University of Portsmouth. (Achieved an overall 2:1)

Topics covered to include

- Marketing Planning & Research
- Digital Marketing / Advertising & PR
- Brand Management
- Strategic Marketing / Business development
- Buyer Behavior

2005-2007 Castellon (Spain)

Marketing and Business Management Diploma. Qualified with a 70% Equivalent to an HND (Higher National Diploma) in the UK

2001-2005 Vall d'Uixo - Castellon (Spain)

High School Education (Equivalent to **three A levels**)

- Studies focused on accounting, business and media.
- **Marketing & Sales Technician Certificate.**

2001 Villavieja- Castellon (Spain)

GCSEs/O Levels

OTHER EXPERIENCE

Sept 2008 – Sept 2013 Portsmouth, UK

Customer Service Assistant at University of Portsmouth (Catering Services).

- Serving customers on different units around campus

June 2001 - Aug 2008 (weekends & holidays)

PR/ barman/ Waiter at different pubs, nightclubs & restaurants both in Spain and in the UK

- Gathering a high level of customer service and interpersonal skills

2009 & 2010 – Worldwide

Gap years – After having moved to the UK from Spain to improve my English I used my long holidays from my job at University of Portsmouth to travel the world (Most of Europe's Capitals, both coast of the USA, North Africa, South East Asia...) soaking up the different cultures, meeting different people and analyzing different marketing practices which I found fascinating.

RELEVANT INFORMATION

- CAE (Certificate of Advanced English C1) By Cambridge University (2010)
- Languages: Native Spanish & Catalan, Advanced English and basic Italian.
- Computer literate (Excel, Word, PowerPoint, Outlook, Internet)
- Full EU driving license (October 2004)

HOBBIES AND INTEREST

- **Sports:** Big sports fan and practice when possible snowboard, tennis, mountain bike & gym.
- **Travel:** Love to travel and learn from different cultures and people.
- **Social activities:** Meet with friends, cinema, have fun, laugh, meet new people.
- **Family:** Family oriented, love to spend quality time with the kids and family, cooking, playing...