

DANIEL PALOMO ZARZUELA

Sales Manager & Int. Business Development

DETAILS

ADDRESS

Madrid
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LINKS

[Linkedin](#)

SKILLS

▣ ▣ ▣ ▣ ▣

Pricing & Analytics

▣ ▣ ▣ ▣ ▣

Salesforce/CRM/SAP/PowerBi

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Leading by influence

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LANGUAGES

English

▣ ▣ ▣ ▣ ▣

French

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PROFILE

Graduated in International Trade & Sales, over 5 years with experience abroad, currently working as International Business Development in Logistics and road transportation at Seur Geopost (DPD Group).

EMPLOYMENT HISTORY

International Business Development, SEUR Geopost (DPD Group)

Madrid

March 2024 - Current

- Stakeholders coordination.
- Pricing strategy / Tender quotation.
- Last mile delivery for e-commerce/retail.
- SAM Strategic account management.

Procurement & Sales Manager, Trucksters

Madrid

May 2023 - Feb 2024

- Partner Sales representative.
- SDR Team leader.
- Design and control internal cost structure.
- Core partners coordination and future relations.
- Pricing & Strategy.
- New market trends
- Monitoring partners and possible upsell.

Key Account Manager Coordinator, Logista Freight

Madrid

Sept 2018 - May 2023

- Business development & Supply chain optimization.
- Design and control of transport lanes.
- Coordination between departments, ability to create value in a common goal.
- Development of processes for continuous performance analysis, KPI 110%, volume estimations and forecast plan.
- Direct customer support with transport documentation, custom clearance and dispatching.
- Coordination of the KAM sales department and European subsidiaries.
- Development of international flows by intermodal (road + railway) and road + short sea.
- Customer supervisor, warehouse and end market operations.

EDUCATION

**Executive Master – Global Supply Chain Management,
IE Business School, Madrid, Spain.**

Madrid

May 2023 – Feb 2024

**Degree - International Sales and Marketing Top- Up
Bachelor, IBA University Kolding, Denmark.**

Kolding

Oct 2017 — Jun 2019

**Higher Education - International Trade, IFE Camara de
Comercio, Madrid, Spain.**

Madrid

Sep 2015 — Jun 2017