

EVA S.



KEY SKILLS

AREAS OF EXPERTISE

- Business Development
- E-Commerce
- SaaS
- B2B
- New Business Hunter
- Business Advisor
- Account management
- Marketing
- Managing clients
- Face to face meetings
- Processes & procedures
- CRM
- Market research
- Business Plan

WORK EXPERIENCE

- | | | |
|---------------|--|---------------|
| 2016-Actually | OHLALA CANDY
<i>International Sales Manager & Founder</i> | Barcelona |
| | <ul style="list-style-type: none">➤ Responsible of Sales International Consultancy➤ Customer Projects Management Worldwide | |
| 2013-2016 | EDREAMS - ODIGEO
<i>Key Sales Manager Corporate</i> | Barcelona |
| | <ul style="list-style-type: none">➤ Start-up the new eDreams Corporate project in Spain,➤ Business Development➤ Advisory Services & SaaS➤ Pipeline creation and development➤ Account Implementations | |
| 2010-2013 | AMERICAN EXPRESS
<i>Sales Manager Corporate</i> | Barcelona |
| | <ul style="list-style-type: none">➤ Business Development Travel Management Services➤ Global & Local Account Implementations➤ Account management➤ Advisory Services & SaaS | |
| 2005-2010 | HALCON VIAJES EMPRESAS
<i>Sales & Account Manager Corporate</i> | Barcelona |
| | <ul style="list-style-type: none">➤ Business Developer of the new Corporate Sales Department➤ Account & Sales Management➤ Account Implementations➤ Pipeline development➤ Supplier Relationship | |
| 2003-2005 | AIR EUROPA, LINEAS AEREAS
<i>Sales Manager</i> | Barcelona |
| | <ul style="list-style-type: none">➤ Company business developer (leisure & business travel) | |
| 2000-2003 | UMAFISA LINES, S.A.
<i>Sales Department Ship Company</i> | Barcelona |
| 1997-1999 | HOTEL PLAYAFELS
<i>Sales Department</i> | Castelldefels |

KEY SKILLS

PERSONAL SKILLS

Entrepreneurial mind

Hunter

Hard worker

Creative

Problem solving

Tenacity

Determination

Attention to detail

Multitasking

Team & manager player

Results oriented

PROFESIONAL

Tech savvy (Microsoft package, CRM's,.. etc)

Marketing Knowledge

English Professional

French Professional

Spanish & Catalan Native

Driving license

EDUCATION

- 1997-2002 **CETT - ESCOLA TURISME- UNIVERSITAT BARCELONA**
> Tourism University Degree
- 1996-1997 **UTH, ESCUELA UNIVERSITARIA DE GESTION Y DIRECCION HOTELERA**
> Hotel Management University Degree
- 1995-1996 **WESTMINSTER SCHOOL LONDON**
> Advance English studies
- 1990-1995 **ESCUELA LOPEZ VICUNA DE BARCELONA**
> Administration Studies Degree

CARRER STATEMENT

'Apart from contributing to the processes and strategies which enhance any projects I am working on, I feel that my greatest strengths are firstly my ability to connect with customers, inspiring confidence.

Secondly, my skill at gaining a clear understanding of a client exact needs, and thirdly, being able to co-ordinate all involve departments resources whilst at the same time, building strong working relationship with fellow colleagues, thereby getting us to improve our goals'

Eva S.