

CURRICULUM VITAE

DAVID L.



PROFESSIONAL EXPERIENCE

JOBIN (www.jobin.es)

MADRID (SPAIN)

Head of Operations

Sept 2019 - Present

Jobin is an APP that uses a marketplace in order to connect customers and home service professionals.

- ! Coordinate the B2B area of the company and being the main contact among the different partners: AirBnB, Amazon, Caser, Brico Dépôt, etc.
- ! Lead the Operations Department and coordinate the stores with a team of over 20 people.
- ! Analyze the main KPIs of the company: sales, SLAs, devolutions, etc.
- ! Attracting new partners and professional in order to expand the B2B.

D+1 HOLDING (www.dplus1.com)

SINGAPORE

International Operations Manager

April 2016 - May 2019

D+1 is an international holding dedicated to different F&B concepts, with presence in 10 countries, more than 100 stores among its own and franchised and more than 300 points of sale of its products for supermarkets. It manages and develops the brands YOLÉ, TAPAS CLUB, CHULOVE and it is the Master Franchise of several countries in Asia for the brand LLAOLLAO.

- ! Lead the brand strategy of YOLÉ product development, design and construction of the stores.
- ! Coordination for all international and local franchisees, as well as monitoring the operations in 60 stores in Singapore, Hong Kong, Malaysia, Indonesia, South Korea, Taiwan, India, Thailand, Philippines and Cambodia.
- ! Control of business performance, audits, operations and service optimization.
- ! Development and update of the Franchise SOP, as well as leading the Training & Audit Department.
- ! Negotiation and acquisition of local and international franchisees.
- ! Preparation of market studies for the openings in new territories, P&L reports for analyzing the profitability of the stores, and preparation of the franchise contracts.
- ! Lead the supervisors in the offices of Malaysia and Taiwan.
- ! Analyze of the profitability and control of the operational costs of the stores.
- ! Preparation of month reports, analysis of KPIs, follow-up of the income and profits per country.
- ! Coordination of the first openings of the Italian food stores O MAMMA MIA in Singapore, participating in the whole opening process (logistics, marketing, operations, price strategy, etc.).
- ! Search and negotiation with local suppliers, as well as recruiting and training the staff for the stores.

LLAOLLAO (www.llaollaoweb.com/es)

MURCIA (SPAIN)

International Manager

Jan 2012 - Mar 2016

LLAOLLAO is the European frozen yogurt franchise, leader in the implementation in the world, with more than 220 establishments in 20 countries. Its international expansion started at the end of 2011, with the largest number of international openings among 2013 and 2015.

- ! Coordinate the international expansion and opening of more than 80 stores in 20 countries through franchises: Belgium, Cambodia, Chile, China, El Salvador, France, Indonesia, Italy, Morocco, Mexico, Portugal, Russia, Saudi Arabia, Singapore, Slovakia, Slovenia, Switzerland, Thailand, Turkey and Uruguay.
- ! Relationship with the international Master Franchisees and ongoing visits to all the shop network, to do the follow-up and audits of the stores.
- ! Acquisition of international franchisees and negotiation with candidates for the expansion of the franchise shop network.
- ! Organization and participation in international franchise exhibitions (US, Mexico, France, UK).
- ! Analysis of sales and profits, as well as participating in the international development plan.

EUROPEAN UNION DEPARTMENT (REGION OF MURCIA)

(www.murciaregioneuropea.es)

MURCIA (SPAIN)

European Union Advisor

Sept 2010 - Dec 2011

The General Directorate of European Union and External Action of the CCAA of the Region of Murcia, assumes the powers in relations with the EU by providing an information service on the EU to its citizens.

- ! Advise and assist companies and individuals regarding the exchange programs, funding, institutions, policies and actions of the European Union.
- ! Organize events, conferences and seminars about the EU.
- Monitoring and dissemination of community policies through lists and social networks.
- Preparation of reports and press releases on European and youth issues.

EDUCATION

- Sept 2010** **Master in International Relations & Economic Development**
Universidad Pompeu Fabra - IBEI (Barcelona, Spain)
- June 2009** **Bachelor's Degree in Economics**
Universidad de Murcia (Murcia, Spain)

OTHER EDUCATION AND EXPERIENCE

- June 2012** **Master in Secondary Education Training**
Universidad Miguel Hernández (Elche, Spain)
- June 2008** **5th Year of University in FRANCE**
Université de Caen – Basse Normandie (Caen, France)
- May 2007** **4th Year of University in the USA**
Hendrix College (Conway, USA)
- June 2003** **6th Year Secondary School & Leaving Certificate in IRELAND**
Marian College (Dublin, Ireland)

- ! **Languages:** Spanish (Native), English (Advanced – C2), French (Advanced – C1), Chinese (Basic – A2).
- ! Microsoft Excel, Word, PowerPoint, Outlook.
- ! Driving license.