



# ID-47904

28010, Madrid, Spain  
10/08/1990

## **Professional Experience**

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### **Spring Professional**

*Consultant – LifeSciences*

**Madrid, Spain**

*May 2019 – November 2019*

- Identifying business opportunities by speaking to clients and candidates.
- Organizing and attending meetings with prospective clients. (Pharma, Biotech & HealthCare)
- Negotiating with clients (CEO's, CFO's, BDM's, HRM, BUM's).
- Developing existing relationships and generating new business opportunities.
- Sending CVs to clients, either for existing roles or on a speculative basis.
- Developing an understanding of the market and its fast moving development.

### **Robert Walters**

*Consultant – Pharma, Biotech & HealthCare*

**Madrid, Spain**

*December 2018 – May 2019*

- Identifying business opportunities by speaking to clients and candidates.
- Organizing and attending meetings with prospective clients.
- Negotiating with clients (CEO's, CFO's, BDM's, HRM, BUM's).
- Developing existing relationships and generating new business opportunities.
- Sending CVs to clients, either for existing roles or on a speculative basis.
- Developing an understanding of the market and its fast moving development.

### **MSD (Merck&Co.)**

*Business Operations Analyst & Account Management*

**Madrid, Spain**

*April 2017 – December 2018*

- Customer Service Management – Client Portfolio Management.
- Visit clients in order to know about their demands, projections and possible key points of improvement.
- Business Intelligence & Salesforce Management – Project Management – Business Consultant.
- Sales and Commercial Strategy Analyst – Sales Reporting Analyst – Sales IN & Sales OUT.
- Transaction Analyst.
- Analysis and measurement of profitability in Sales & Marketing actions.
- Giving BU's Managers, Sales Managers & Sales Representatives general support in sales analysis.
- Supply Chain Analyst.

### **Novartis A.G.**

*SFE & CRM Specialist - Commercial Effectiveness Department*

**Barcelona, Spain**

*March, 2016 – April 2017*

- Commercial Strategy and Sales Force Analyst.
- SFE & CRM Management.
- Analysis and measurement of profitability in Sales & Marketing actions.
- General Support to the SFE Department.
- Analysis of General Information and Reports.
- Management of Sales Force CRM System.
- Sales Representative Instructor (CRM) Management.

### **NH Hotel Group**

*Global Account Executive*

**Madrid, Spain**

*July, 2014 – August, 2015*

- Negotiation with national and international companies.
- Analysis and evaluation of KAP's.
- Department coordination. Assistance to all Global Accounts department colleagues.
- Study of annual, monthly and weekly productions and execution of weekly reports to the managing director.

## **Additional Experience**

### **Portsmouth Abbey School**

*Camp Instructor, Dorm Supervisor*

- Led sports activities in a bilingual environment.
- Empowered students to fulfill tasks to the best of their potential.

**Portsmouth, Rhode Island, USA**

*June – August, 2012*

*June – August, 2013*

## **Education**

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### **CESMA BUSINESS SCHOOL**

*Master – International Marketing Management*

**Madrid, Spain**

*November, 2014 – July, 2015*

### **CESMA BUSINESS SCHOOL**

*Bachelor's Degree – Marketing and Business Management*

**Madrid, Spain**

*2010 – 2014*

### **TUFTS UNIVERSITY**

*Business English Program*

**Boston, Massachusetts**

*June - August, 2012*

*International Experience: Mexico (4 Years), United States (4 years)*

## **Technical and Language Skills**

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Languages: Spanish (native), English (native)

Computer: Microsoft Word, Excel, PowerPoint, Outlook, Salesforce, IMS, SAP (Business Objects), Lanyon, Oracle (CRM)

Social Media and Professional Media

Experienced and comfortable in public speaking and public relations roles

**Additional Information:** American (United States) / Spanish citizenship