

Education

MSc In Economics and Business Administration, Major in Marketing
Hanken School, Hanken School of Economics
2018 – 2020 | Helsinki, Finland

Bachelor's degree in Tourism & Hospitality Management,
Universidad Rey Juan Carlos
2010 – 2014 | Madrid, Spain

Full-Stack Web & App development bootcamp, WBS Coding School
Jan 2023 – May 2023 | Berlin, Germany

Professional Experience

Sr. Digital Quality Consultant, Applause GmbH
Jul 2022 – Dec 2022 | Hamburg, Germany

At Applause, my tasks were:

- Establish new relationships with target accounts and provide consultative knowledge regarding QA processes and digital quality projects
- Salesforce CRM pipeline management
- Representation at fairs & Exhibitions

International Sales Associate, Taxdoo
Dec 2021 – Jun 2022 | Hamburg, Germany

At Taxdoo, my tasks were:

- Carry out full cycle sales from first contact to deal closing and post sales
- Lead outreach through cold calling and email sequences
- Pipeline management and reports generation in HubSpot CRM
- Conducting demos with prospects
- Design of lead outreach campaigns
- Assisted the sales operations team in setting up processes and reporting in HubSpot CRM

Sales & Marketing Manager, MeetingPackage
Mar 2020 – Dec 2021 | Helsinki, Finland

At MeetingPackage, my tasks were:

- Developing and closing sales opportunities from both marketing leads and from own prospecting and cold calling
- Hosting webinars with prospects and partners
- Pipeline Management in HubSpot CRM
- Manage marketing related content through HubSpot (Blog posts, Newsletters)
- Update, creation of new content, and translation of meetingpackage.com (WordPress)

**Alvaro Perez
Pintado**
*Full Stack Web
Developer*



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📍 Hamburg, Germany

in [linkedin.com/in/alvaro-perez-pintado/](https://www.linkedin.com/in/alvaro-perez-pintado/)

🐙 github.com/AlvaroNW

🖱 Placeholder

Profile

Full Stack Web Developer with background and experience in Sales and Marketing in the SaaS and Quality Assurance industries.

Tech Skills

HTML

JavaScript

CSS

React JS

Node JS / Express JS

SQL / PostgreSQL /MySQL

MongoDB

Git/GitHub

- Creation of customer onboarding processes for new customers with HubSpot tools such as workflows and external onboarding tools such as UserGuiding and Userflow
- Measurement of user experience with Hotjar, Google Tag Manager and other tools

Service Executive, Microsoft

Dec 2017 – Jul 2018 | Madrid, Spain

As a Service Executive at Microsoft, my tasks were:

- Drive the relationship with customers for both new services contracts and renewals
- Work together with the account aligned team to create an IT Support Plan for the customer
- Ensure customer satisfaction, managing, escalating, and/or orchestrating sales and delivery success through the Services account-aligned team
- Meet or exceed revenue & core priority targets, executing in accordance with prescribed Microsoft methods, processes and tools

Business Administrator, Microsoft

Feb 2016 – Dec 2017 | Madrid, Spain

As a Business Administrator, my tasks were:

- Support the Sales team to get proposals internally approved and customer ready
- Support the Account Receivables team to collect payment for services delivered
- Contract Management
- Purchase Order Management
- Invoice Approvals
- Public Tender bidding

Reservations Agent, Radisson Blu London Stansted Airport

Mar 2015 – Jan 2016 | Stansted, United Kingdom

As a Reservations Agent, my tasks were:

- Ensure the proper recording of reservations
- Managing of Online Travel Agencies bookings
- Actively upselling for special accommodation and suites
- Dealing with assigned incoming correspondence, faxes, emails and reservation messages in a timely and accurate manner
- Ensure 100% guest satisfaction at all times by managing online review sites (TripAdvisor & Medallia)

Languages

Spanish (Native)

English (C2)

German (B1)

Finnish (B1)

Tools

Jira

HubSpot

Salesforce

Google Tag Manager

Google Analytics

MS Office

Contentful

Confluence

Trello

Figma