

Contact Details

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David
Elias

International Business – Marketing – Sales



Professional Profile

International Business Professional, with more than **3 years of experience** in **sales management, marketing, training, product development** and corporate **relationship management** in different countries. **Volunteer experience** for more than 4 years in international organizations, project management and **International mobility programmes management** along with companies and public sector. **International experience** and **academic background directly in sales** and marketing and bilingual skills.

Passionate about work and **cultural learning**, loyal, committed, **results oriented**, creative and able to work under pressure to **reach goals**. In his abilities we can highlight **negotiation, customer management**, strategic and operational planning, team leadership, **public relations**, events management, market research, **sales, portfolio development, presentations delivery** and others.

Interested in integral people development and **contribute with knowledge and dedication** to a company which provides professional challenges that add valuable professional experience.

Idiomas

English: ★★★★★★
Spanish: ★★★★★★

Other studies

Business Lab - Canvas Model Development Seminar
Youth American Business Trust | Cartagena, Colombia July of 2011

Bachelor with emphasis on Pedagogy

Normal Superior School San Pedro Alejandrino- High school
| Santa Marta December of 2007

Academic Background

International Business Professional

University of Magdalena | Santa Marta, Colombia April of 2014

Working Experience

Santa Marta Vital Corporation Organizational Strategy Consultant

Commercial strategy – Public relations – Market research – Strategic and operative planning – Project development- customer attraction strategies – Corporate portfolio management and development – Designing of the organizational strategic framework.

Achievements:

Strategic planning and visión for the next two years – fundraising strategy – commercial portfolio – lines of action definition – Management and achievement indicators.

Santa Marta - Colombia

August 2017 – December 2017

Olly Furniture Manufacturing Co Ltd Marketing & Sales Coordinator

Sales management – International account management– corporate relationship management — stakeholder management – public relations – marketing research – marketing inbound strategy – customer flow development – strategic and operative planning - project management – customer attraction strategies – Portfolio Management – CRM management – Customer experience management.

Achievements:

Creation of customer flow experience, - implementation process of CRM flow/system – update customer data base

Zhongshan – China

August 2016 – February 2017

AIESEC in Ecuador

Executive Director – Country Manager

Direct sales execution - Lead an international sales and operations team – account management for more than 10 companies and organizations – corporate relationship management — stakeholder management – public relations – product development – marketing research – marketing inbound strategy – customer flow development – strategic and operative planning - project management – customer attraction strategies – Portfolio Management

Achievements:

7 new strategic national partners included IOM (UN agency) – 2 new expansions.

First ever national partnership for 50 internship in 1 pack.

Quito – Ecuador

July of 2014 – July of 2015

Director of Talent Management & Organizational Development

Recruitment strategies – Inductions and training – corporate relationship management – University relations management - market research –development of learning environments– training cycle management – coaching – event management – volunteers body management - organizational culture and climate management.

Achievements:

200 volunteers recruited – productivity level in sales of 0,5 – volunteers growth in 100% - training cycle re structured.

Quito – Ecuador

June 2012- July of 2013

Democracy Institute of Republic of Ecuador – Governmental Institution

External Consultant for Talent Management & Training

Diagnostic of training necessities in employees at national level – organizational competency model design - field research – observation tool and tests applied to employees - evaluation tools design.

Achievements:

Organizational competency model delivered and running – 8 local offices evaluated and with diagnostic – training system delivered.

Quito – Ecuador

November 2013 – February 2014

Fundación Santa Marta Sin Límites

Administrative Coordinator

Fundraising execution – sales -Budget management – Human resources administration – product development –CSR project s management - market research – stakeholder management .

Achievements:

2 massive events delivered – complete execution of 1 project - +10 strategic partnership gained - +500 persons impacted with the project.

Santa Marta – Colombia

May of 2011- May de 2012