



BAUTISTA CARDENAU

INDUSTRIAL ENGINEER

PERSONAL DEVELOPMENT

Elected president of an NGO organized at school set to help other schools in the area.

Elected member of the school's student center.

Volunteer at Interact Club

Advanced until the national stage of the mathematical Olympiads "Nandú" (O.M.Ñ.A).

Voted best classmate of senior year.

The Complete Android Oreo Developer Course, Udemy.com

Microsoft Excel Data Analysis and Dashboard Reporting, ITBA

Python Course, ITBA

LANGUAGES

Cambridge English First Certificate. Grade: A

TOEFL IBT. Score: 114/120

Italian test B1.1(CO.A.SC.IT.). Score: 87/100

DETAILS

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Nationality: Argentinian and Spanish

Date of Birth: 20/08/1997

Phone numbers:

+358 453129362 (Finnish)

+54 91126826386 (Argentinian)

EDUCATION

Instituto Tecnológico de Buenos Aires (ITBA), Argentina

2016 - 2021: MSc Degree in Industrial Engineering (Avg. Score: 7,65)

Eindhoven University of Technology, Netherlands

Feb 2020- Jul 2020: Exchange Student

Beijing Institute of Technology, Beijing, China

Jul 2018: Granted a Santander bank scholarship for BIT- Santander Summer School on Innovation and Entrepreneurship

Instituto Humboldt, Necochea, Argentina

2015: High School Diploma in Humanities and Social Sciences (Avg. Score: 8.34)

Craig High School, Janesville, United States

Feb 2015

Hampstead School of English, London, UK

Jul 2015

WORK EXPERIENCE

Business Developer @ Logmore Ltd

Jul 2021 - Present (Helsinki, Finland): Helped to connect Finnish technology with Latam's pharma and food industry.

Closed own cases, that added with the SDR cases brought, represented 11.3% of the company's total sales. Defined implementation details, project scope and delivery schedule by agreeing with the customer. Gather information to create product requests.

Worked on CRM's pipeline structure for Sales and Customer Success teams. Built automations within the CRM (Pipedrive) and by using Zapier. Developed dynamic dashboards to understand current customers' data (Google Sheets). Built CRM dashboards with metrics to understand teams' performance (SDR, Sales, CS, and Company level). Technical side of the commercial team.

Sales Development Representative @ Logmore Ltd

Oct 2020 - Jul 2021 (Helsinki, Finland): Generated 48% of total ARR brought by SDR's cases. Led outbound team efforts. Customer support and onboarding.

Designed sales process' data flow. Automated team's prospecting process for an improvement of over 300% in speed. Created tools to gather statistics and measure progress. Nexus between tech and commercial teams.

Summer internship @ ADQ S.A.

Summers of 2013, 2014 and 2015 (Necochea, Argentina): Administrative and Operational help at the farming company.