

CARLOS POLASTRI

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PROFESSIONAL SUMMARY

Results-driven Business Developer with 6+ years of experience in strategic partnerships and Account management. I have a proven track record of negotiating agreements and optimizing operations to improve efficiency and financial performance.

WORK EXPERIENCE

Full-Cycle Sales Executive *Mercanza | Spain |* Nov 2025 – Present

- Responsible for the full sales cycle of SaaS Solutions in the Valencian Community.

Business Ops & Account Manager *Transportes Alicorba SL | Spain* Nov 2024 – Sep 2025

- Coordinated daily logistics operations, reducing service disruptions by 25% and ensuring an efficient workflow.
- Supervised monthly income and expense reports to safeguard financial health.
- Maintained strong relationships with suppliers and clients, strengthening agreements and ensuring business continuity.

Strategic Partnerships Executive *Level Up Business School | Spain |* Feb 2024 – Nov 2024

- Managed 90+ corporate events per month with a client satisfaction rate of 90%.
- Negotiated strategic agreements with hotel chains such as NH Hotels and Sercotel, reducing operational costs by 40%.
- Implemented workflow improvements that reduced client response by 20%.

Full-Cycle B2B Sales *Distribuidora Mis Amigos S.A. | Ecuador |* Feb 2019 – Feb 2022

- Expanded the client portfolio from 20 to +140 and increased sales revenue through business development initiatives.
- Built and maintained strong relationships with key accounts to ensure customer retention rates above 80%.
- Improved efficiency in route planning, billing, and inventory management.

EDUCATION

Master's Degree in Artificial Intelligence and Innovation *Founderz & Microsoft 2026*

Bachelor's Degree in Business Administration *Escuela Superior Politécnica del Litoral 2023*

SKILLS

- **Technical Skills:** CRM, ERP, Google Workspace, Microsoft Office, No-code automation, Conversational flow development, Hubspot Reporting.
- **Soft Skills:** Project management, Leadership, Coachable, Organizational and analytical skills, Problem-solving, Attention to detail.
- **Languages:** Spanish (Native), English (C2), Italian (C1).