

# Marco Bolbrugge Citeri



Mexican/German



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## Languages

**Spanish**  
Native

**English**  
Full professional proficiency

**German**  
High professional proficiency

## Additional Diplomas/Certificates

**Football Management**  
Conmebol | 2023  
**Football Business Fundamentals**  
Johan Cruyff Institute | 2016  
**AMIB**  
Investment Advisor Certificate |  
2021

## Skills

Fast Learner  
Microsoft Office  
Ability to work under pressure  
Critical Thinking  
Problem Solving  
Leadership and Teamwork  
Attention to detail  
Client Relations  
Project Management

## Profile

Graduate finance professional with over 2 years of experience in the finance and insurance industry. Having recently completed a Master's Degree in Football Business, I am now seeking a challenging position within the commercial and events sectors of the football industry. I bring a strong work ethic, quick learning ability, and a passion for driving success.

## Professional Experience

### Guest Manager - Strategic Alliances

Common Goal | Berlin, Germany | March 2024 - July 2024

- Collaborated with a team of 5 to organize the Football for Sustainability Summit, hosting over 300 attendees in collaboration with UEFA, DFB and the German government
- Managed guest relations, ensuring smooth communication and positive experiences for all attendees
- Oversaw logistics, including accommodation and on-site arrangements
- Designed and maintained the event website, enhancing user experience
- Participated in developing the event program, collaborating with ideas to ensure the objectives of the Summit were achieved
- Supervised a team of volunteers, providing training and support and led the accreditation process during the summit, ensuring secure and efficient entry for participants
- Contributed to developing a strategic plan to ensure the implementation of action items discussed at the summit, promoting long-term sustainability initiatives

### Senior Executive Institutional Investment Channels

Allianz México | May 2022 - August 2023

- Provided high quality investment advice to clients based on their needs, goals and lifestyle
- Managed the relationship with our institutional partners to ensure the effective sale of an investment vehicle, successfully maintaining AuM's (\$8bn Mxn) in a complicated economic environment
- Led two full implementation projects with new institutional partners to add the investment vehicle to their product portfolio
- Directly contributed to the acquisition of new clients by training the sales teams of several institutional partners

### Junior Executive Institutional Investment Channels

Allianz México | August 2021 - April 2022

- First point of contact for institutional clients regarding the day-to-day operations of an investment vehicle for high net worth individuals
- Responsible for communicating effectively with various areas of the firm to meet client investment needs

### Finance Department Intern

Marsh McLennan Companies | January 2021 - August 2021

- Led a project to measure profitability per client, to provide a clear view of their asset allocation
- Helped with the design of a financial newsletter, to communicate the firm's financial results
- Collaborated in a company-wide real growth analysis project

## Education

### The Football Business Academy

Professional Master in Football Business | September 2023-September 2024  
Best Student Business Project - Cruz Azul Stadium Revenue Maximization

### Universidad Iberoamericana Mexico City

Bachelor's Degree in Finance | Cum laude | January 2017 - May 2021

### Lisbon School of Economics and Management

Exchange Semester | January 2019 - July 2019