



Ivan Agnelli

Ticketing & Hospitality - Team Lead

WORK EXPERIENCE

Ticketing & Hospitality - Team Lead
Socios.com | Madrid, Spain

April 2023 - Present

CONTACT ME

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📍 Madrid, Spain

EDUCATION

Sports Management Fundamentals

Johan Cruyff Institute

2024

Professional Master in Football Business

The FBA - The Football Business Academy

2021 - 2022

Bachelors Degree - Corporate Communication

University of Johannesburg

2004 - 2007

SKILLS

- Ticketing
- Key Account Management
- Partnerships
- Strategy
- Time Management
- Partnership Operations
- Sales
- Communication

Global Account Manager June 2019 - Sept 2021

Cogent Communications | Stockholm, Sweden

- Identify new business opportunities within national and regional territories.
- Deal with IT decision makers on current and future connectivity solutions.
- Identify companies current and future needs and help position Cogents services for future business. Maintain good relationships with existing customers.

Key Account Manager Sept 2017 - Dec 2018

Karün | Stockholm, Sweden

- Work towards monthly and yearly sales objectives
- Account Management: Handle current client relationship and sell out of stores.
- Business development for upcoming collections.
- Monthly sales reporting and analysis.
- Develop yearly sales plan and strategy.

Sales Manager - Wholesale Retailers June 2016 - May 2017

Character Group | Johannesburg, South Africa

- The Character Group is the distributor of licensed children's products. I managed the Independent division of the company.
- Managing accounts i.e. sales, replenishment's, marketing material, in store merchandising and returns.
- Account management for customers all across South Africa.

Sales Representative - Fila - Wholesale Retailers June 2011 - April 2016

Footwear Trading | Johannesburg, South Africa

- Budget/Sales/Stock - Replenish orders, Achieve sales targets, Complete weekly sales reports
- Store care & Customer care - weekly visits, existing customers & develop new business.
- Marketing - any branding/signage the customer requires.
- Forecasting & Planning - collecting and processing post seasonal market feedback.