

CARLOS POLASTRI

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PROFESSIONAL SUMMARY

Professional with extensive experience in strategic analysis and key account management. I demonstrate the ability to drive growth, optimize operations, and negotiate partnerships. I aim to apply my vision and experience to create value within a sports organization.

WORK EXPERIENCE

Operations Administrator *Transportes Alicorba SLU | Alicante, Spain | Nov 2024 – Sep 2025*

- Coordinated daily logistics operations, reducing service disruptions by 25% and improving workflow efficiency.
- Prepared financial and operational reports supporting management decisions.
- Maintained supplier and client relations, ensuring business continuity and reliability.

Key Account Manager *Level Up Business School | Alicante, 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%.

Assistant Football Coach *Toreros F.C. | Guayaquil, Ecuador | Feb 2022 - Ago 2023*

- Supported tactical planning, logistics, and match coordination for 50+ youth fixtures.
- Produced analysis reports that guided coaching staff and improved player performance.
- Collaborated with administrative and operations teams to enhance club organization.

Administrative Intern *Administración Barcelona S.C. | Ecuador | Feb 2022 – Jun 2022*

- Supported recruitment, marketing, and budget preparation, improving organizational and administrative processes.

EDUCATION

CONMEBOL PRO COACHING LICENSE *Escuela de Entrenadores Maradona Menotti | 2023*

Bachelor of Business Administration *Escuela Superior Politécnica del Litoral | Ecuador 2023*

SKILLS

- **Technical Skills:** CRM, ERP, G Suite, Google App Engine, LLMOps, Microsoft Office, No-code automation, Conversational flow development, JSON, Google My Maps.
- **Soft Skills:** Project management, Leadership, Organizational and analytical skills, Problem-solving, Attention to detail.
- **Languages:** Spanish (native), English (Fluent), Italian (Advanced).