

# CARLOS POLASTRI

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## SUMMARY

Business administrator with experience in strategic management, leadership, and process optimization. Passionate about the sports industry and business. My goal is to contribute to the growth and success of the sector through a strategic and innovative vision.

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## WORK EXPERIENCE

### Business Manager

Transportes Alicorba SLU

Alicante, Spain

Nov 2024 - Present

- Ensured smooth daily operations by coordinating cross-functional activities.
- Monitored expenses and revenues to maintain financial health.
- Evaluated supplier costs to optimize budget allocation and resource efficiency.

### Account Manager

Level Up Business School

Alicante, Spain

Feb 2024 - Nov 2024

- Comprehensive management of corporate travel and event space coordination, ensuring efficient logistics and requirement fulfillment.
- Negotiated strategic partnerships with hotel chains such as NH Hotels, Sercotel, etc. Implemented cost-effective solutions, resulting in a 40% reduction in expenses.
- Streamlined customer workflows, reducing delays by 27%.
- Led a team in successfully organizing around 90 free events a month all around Spain.

### Assistant Football Coach

Toreros F.C. - Formative Teams, Barcelona Sporting Club

Guayaquil, Ecuador

Feb 2022- Sep 2023

- Assisted in the development and implementation of training programs to improve player performance.
- Analyzed opponents to provide valuable insights and advice to the coaching staff.
- Collaborated in the management of documentation and logistics for the team's travel.

### Sales Manager

Distribuidora Mis Amigos S.A.

Guayaquil, Ecuador

Feb 2019 - Feb 2022

- Successfully led a team of 2 sales representatives to close 8 deals a month.
  - Expanded the company's client portfolio from 20 to 140.
  - Negotiated contracts and collaborated closely with the finance department.
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## EDUCATION

### Bachelor of Business Administration

Escuela Superior Politécnica del Litoral

Guayaquil, Ecuador

Jan 2019 - Sep 2023

### Pro Football Coaching License (CONMEBOL)

Escuela de Entrenadores César Luis Menotti

Guayaquil, Ecuador

Jun 2020 - Jun 2023

## INTERNSHIPS

### Administrative Analyst

Barcelona Sporting Club

Feb 2022 - Mar 2022

### Ayudante de campo

Barcelona Sporting Club (First Team)

Feb 2023 - May 2023

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## SKILLS

- **Technical Skills:** CRM, ERP, G Suite, Google App Engine, LLMOps, Microsoft Office, No-Code Automation, Conversational Workflow Development.
- **Soft Skills:** Project Management, Leadership, Organizational and Analytical Skills, Problem Solving, Detail Oriented.
- **Languages:** English, Spanish, Italian.