

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