



## **Pablo Garcia Cardone**

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### **PERSONAL STATEMENT**

First class Business and Management BA and Risk Management MSc graduate. Currently doing a second master's in Data Analytics while working as an Applicant Relationship Manager at De Montfort University. Proficient user of MS Office. Strong social, analytical, and written skills gained from academic, work, and self-experience.

I am an enthusiastic individual keen to develop a career in Business & Management within an International environment, having experienced different cultures and travelling worldwide along with studying outside my country of origin since the age of fourteen. Some of my skills include being highly flexible, reliable, outgoing, and self-motivated. I also possess excellent time management skills along with a great sense of cultural awareness reflected by my track history of studying and working internationally.

### **KEY SKILLS**

- **Collaborating & Teamworking:** Developed through teamwork during my IB and University courses along with collaborating with individuals in my hobbies and work.
- **Excellent Communication:** Enhanced and developed throughout my academic life and work experience.
- **Responsible:** Always delivering each task to the best of my capacity, in time and to a high work and ethical quality standard.
- **Leadership:** Strong leadership skills developed throughout my academic and work life, such as working as the course representative for Risk Management along with being the only Applicant Relationship Manager for the Americas region within my current job position.
- **Highly adaptable & Flexible:** Able to quickly adapt to new situations and environments, work under pressure and to tight deadlines without any problems.
- **Excellence:** Always passionate and motivated to ensure that work is delivered to the highest standard and constantly pushing myself to go beyond expectations regardless of any challenges.
- **IT Skills:** Experienced user of: MS Office (including Microsoft Word, Excel, and PowerPoint), WordPress, Gimp, Google Analytics, PPC/Facebook/Google Ads, copy writing, content writing and SEO. Currently learning SAS.
- **Organized:** Always paying attention to detail and organizing my workload as to further increase my efficiency and effectivity.

### **EMPLOYMENT | WORK EXPERIENCE**

#### **Professional Freelancer | Upwork | December 2020 – Present**

- Freelancer on various projects within the areas of E-Commerce, Business, Academia and Risk Management.

#### **Applicant Relationship Manager | De Montfort University | November 2019 – Present**

- Working closely with the International Student Office to achieve set targets by providing expert and consultative customer service to potential international students.
- Responsible for Latin & North America, Turkey, United Kingdom and Europe regions.
- Addressing potential international students concerns and ensuring resolution of issues in a timely manner through different communication channels.
- Daily working, monitoring, and updating of Excel spreadsheets.
- Conducting extensive market research to identify new trends in student recruitment.
- Collaborating with team members on strategies to increase student recruitment and engagement.

#### **UniBuddy | De Montfort University | July 2020 – Present**

- Representing De Montfort University on the UniBuddy platform and building a rapport with enquirers.
- Offering support and advice to upcoming and current DMU student regarding a wide range of topics in relation to DMU and Leicester.
- Assisting enquirers in finding the right information and contact details regarding the various departments at DMU.
- Providing a real insight into DMU's University experience through chats and blogs.

#### **Founder | Pablo Garcia Cardone - Online E-Commerce & Digital Consulting Website | October 2020 – Present**

- Personal & Consulting website offering consulting services and support in the areas of Digital Marketing, E-Commerce, and Online Coaching.

#### **Founder | My Goal Physique - Online E-Commerce & Digital Services Website | June 2020 – December 2020 (Sold)**

- Overall website design & development
- SEO Optimisation - Utilising a wide array of different tools and strategies as to boost and optimise search engine results, website popularity and traffic flow.
- Content development - Content research & writing of all website articles.
- Product & Selection - Product research, opportunity identification and product line-up selection
- Marketing and promotion (Google & Facebook Ads) - Market research & analysis, opportunity identification, advertisement design and management of social media channels.

- Finance - Carrying out the website's finance planning and marketing budgeting.

**Business, Operations and Marketing Online Internship** | Bright Network | July 2020

- Learned key industry insights from partnered firms that include Google, GSK, Enterprise, M&S and P&G.
- Took part in industry workshops and harnessed industry relevant skills.
- Developed and presented a practical work project based on real life business conditions.

**Schemes Administrator** | Erskine Murray Insurance Brokers | April 2019 – June 2019

- Working alongside Schemes Manager and underwriters in the preparation of new business quotations.
- Data validation and quality improvement.
- Contacting clients to help improve credit control position.
- Contacting clients requesting confirmation that insurer's risk improvements have been implemented.
- Keeping a log of all activities for audit purposes.
- Completion of ad hoc tasks as required by the Schemes Manager.

**International Relationships Advisor** | Edu4u | June 2018 – November 2018

- Liaising with students and academic institutions.
- Supporting the development of the Edu4u website.
- Working as part of a team analysing, evaluating, and presenting new business and market opportunities.
- Helping promote the company through direct marketing & events management.

**Office Administrator in Supplier Support for the National Admin Team** | BSS | August 2018 – September 2018

- Creating customers back orders and assisting with goods received reconciliation.
- Process invoices daily based on Citrix and precise matching to GRN's along with purchase orders.
- Supplier query resolution- by email and phone.

**Data Processor** | Erskine Murray Insurance Brokers | July 2018 – August 2018

- Assisting with schemes preparation and entering data into databases in a timely and accurate manner.
- Utilised strong project and time management skills to ensure all projects were completed on time.
- Inspected database errors and resolved discrepancies.

**Office Administrator** | Royal Voluntary Service | July 2018 – December 2018

- Creating, updating, and maintaining management information systems along with producing relevant reports.
- Managing, organizing, and updating database applications with relevant volunteer/client/service/user/staff data.

## **EDUCATION**

**Data Analytics MSc** | De Montfort University, Leicester | October 2020 – August 2021

**Modules:** Warehouse Design and OLAP, Business Intelligence Concepts and Methods, Statistics, Research Methods, Business Intelligence Systems Application and Development, Big Data Analytics, Data Mining Techniques and Applications, Analytics Programming

**Risk Management MSc** | De Montfort University | September 2019 – June 2020

**Grade:** Distinction

**Modules:** Risk Management, Project Management, Business Continuity and Crisis Management, Research Methodology, Risk Management 2, Assurance and Risk, Strategic Financial and Decision-making, Global Supply Chain Management

**Dissertation:** "An ethical approach to the implementation of better crisis communications in relation to crisis management"

**Business & Management (BA Hons)** | De Montfort University, Leicester | September 2016 – June 2019

**Grade:** First Class

**Modules:** Academic and Professional Practice, English for Academic Purposes Advanced, Financial Decision Making, Global Business Issues, Brand Management, Contemporary Management, Human Resource Management in the Workplace, International Marketing, Global Contemporary Business Issues, Social Innovation and Entrepreneurship, Service Operations Management, Global Strategic Management, Crisis & Business Continuity Management

**International Baccalaureate Certificate** | Compass International School of Doha, Qatar | May 2014 – June 2016

**Grade:** 26 Points | **Subjects:** Maths, Biology, English, Spanish, Geography, Theory of Knowledge, Environmental Sciences, CAS

**IGCSE's** | Compass International School of Doha, Qatar | March 2012 – February 2014

6 IGCSE's including English & Maths

## **ADDITIONAL INFORMATION & KEY ACHIEVEMENTS**

- **International Experience** – Experience travelling, studying, and working in different countries including Argentina, Qatar and England.
- **Languages**– Fluent in both English and Spanish. Chinese HSK level 3-4.
- **Academic Excellence** – First Class/Distinction BA and MSc graduate.
- **Work Excellence** – Recognized at work for always going beyond the expected and established targets.
- **Interests** – Travelling, Reading, Fitness.

*References are available on request*