

## **PERSONAL INFORMATION**

Surname, First name: **REDONDO MARTÍN, ALBERTO**  
Date of birth: 30/04/1986  
Nationality: Spanish  
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Gender: Male

## **EDUCATION AND TRAINING**

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### **University**

2013-2014	<b>Master of International Trade</b> CESMA Business School
2004-2011	<b>MSc Civil Engineering Specialty: Transportation and Highway Engineering.</b> <b>Polytechnic University of Madrid (UPM)</b>
September 2011	<b>Investments Analysis Course</b> <b>Polytechnic University of Madrid (UPM)</b>
2009-2010	Diploma in: <b>Management and Financing of Public Service Projects.</b> <b>Polytechnic University of Madrid (UPM)</b>

## **WORK EXPERIENCE**

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### **(December 2013 – Present) – IKOS CONSULTING**

#### **BUSINESS MANAGER**

- Define and manage a business development plan in the Rail Sector (Signalling and Command-Control, Low Voltage and Telecoms, Infrastructure and Tracks, Energy and High Voltage, Rolling Stock) and the Energy Sector - Oil&Gas - Renewable Energies
- Identify, negotiate and conclude the sale of services with high added value in the field of rail engineering and energy
- Acquire, manage and retain a portfolio of strategic customers: Public Administration, Technologists Companies and Engineering Firms.
- Select, recruit and develop my own team of highly qualified consultants, in line with the strategic focus of the Group to be the world leader in railway consultancy.
- Management and monitoring of projects.
- Manage my own P & L.

### **(May 2014 – Present) – SPANISH INSTITUTION OF CIVIL ENGINEERS**

#### **➤ MEMBER OF THE COMMISSION OF INSTITUTIONAL AFFAIRS**

- Coordinator / Head of relations with the Councils of the Community of Madrid

#### **➤ MEMBER OF THE YOUTH COMMISSION**

## **(August 2012 – September 2013) – AXPE CONSULTING**

### **BUSINESS DEVELOPMENT CONSULTANT**

- Support of business development in the area of Banking and Insurance
- Recruitment of talent for the company
- To manage the demand of all customers of the company.

Since January 2013 I join the team of Industry and Energy as **Business Development Consultant**. My tasks are:

- To develop business opportunities in the Energy and Industry Sector
- To generate meetings with potencial customers through phone calls (cold calling)
- To maintain and develop strong relationship with new and existing client.
- Commercial visits with potencial customers (accompanied by the Operations Manager and the General Manager). Develop an understanding of the customers business needs and future requirements

### **PERSONAL SKILLS AND COMPETENCES**

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**Mother tongue:** Spanish

**Other languages:** English

Understanding and speaking fluently.

German

Level cursd during college.

#### **Social skill**

- and competences:**
- Continuous and critical education and training.
  - Personal integrity, responsibility, perseverance, dedication, commitment, ethical value code.
  - Ability to work as part as of a team in organizations and sports groups.
  - Ability to motivate and strengthen the self-esteem of others.
  - Capacity to manage groups of people and know the needs of the groups in every moment.
  - Ability to obtain the best qualities of people.

- Technical knowledge:**
- Carrying out all kinds of calculations connected with engineering, particularly in the field of roads, railways and transport.
  - Good level in Microsoft Word, Excel, PowerPoint, Outlook, Autocad, CLIP...
  - Management of financial Models (experience in Final Dissertation).
  - Excellent knowledge of Planning and Exploitation of Transport (especially Ports and Roads). Also of the infrastructure of roads, airport and Railway Track Tecnology.

**Driving Licence:** Yes

### **ADDITIONAL INFORMATION**

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- Self worldwide moving: Completely Available
- Participation in seminar: "Critical checking of the Trans-European Transport Network (TEN-T) programme" (*"Revisión crítica de las Redes Transeuropeas de transporte"*).

