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| PERSONAL INFORMATION | Sonia Chiadmi Garcia |
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|  | Avenida de Burgos 28 12 D, Madrid (Spain) |
| +34 683 66 79 95 |
| sonchigar@gmail.com |
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|  |
| Sex Female | Date of birth 31/05/1987 | Nationality Spanish |

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| JOB APPLIED FOR | Business Development Consultant / Bid manager |

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| WORK EXPERIENCE |  |

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| January 2012 - Present | International Business Development Consultant / Bid manager |
| **INDRA** <http://www.indracompany.com>  C/ San Julián 1, 28108 Alcobendas, Madrid (Spain) |
| * Business Development Consultant for Africa, Belgium and Canada in the infrastructure’s department which includes the following sectors: Transportation, Railways, Networks, road and sea traffic |
| Business or sector Traffic and Transportation Department     * Phone prospecting and visit of customers * Identification and negotiation of strategic alliances with partners to pursue specific projects in the region. * Development of new opportunities in the infrastructures domain answering the customer needs through a tight collaboration with worldwide team concerned * Follow-up and coordination of the current RFI, RFP, RFT and RFQ * Identify prospective customer needs * Identify risks during the proposal. * Coordinate technical, administrative and commercial offers * Analysis of technical and contractual commitments. |

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| EDUCATION AND TRAINING |  |

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| 2014 | Railway Engineering (Expert) |  |
| The National Distance Education University (UNED) (Spain) | |
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| 2005 – 2011 | Telecommunications Engineering (Master degree) |  |
| University of Seville (Spain) | |
| This degree has a wide content of knowledge in several fields including:   * Electronic and Electrical Systems * Signal Processing * Telecommunication Systems * Optical Communications Technology * Computing * Project Management | |

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| 2010 – 2011 | Telecommunications Engineering (Master degree) |  |
| INSA Lyon (France)  Telecommunications, uses and services department   * Erasmus Programme student during the academic year 2010-2011 | |
| Feb 2011 – Sept 2011 | Final-year project  Centre of Innovation in Telecommunications and Integration of service (CITI Lab Lyon - France)   * Experimentation of Pizza Forwarding (Beaconless Routing Protocol Designed for Realistic Radio Assumptions) on WSN430 captors | |

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| PERSONAL SKILLS |  |

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| Mother tongue(s) | Arabic, French and Spanish | | | | |
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| Other language(s) | UNDERSTANDING | | SPEAKING | | WRITING |
| Listening | Reading | Spoken interaction | Spoken production |  |
| English | B2 | C1 | B2 | B2 | C1 |
|  | Levels: A1/2: Basic user - B1/2: Independent user - C1/2 Proficient user  Common European Framework of Reference for Languages | | | | |

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| Communication skills | * Good communication skills gained through my experience working with customers * Sociable and open-minded person * I have learnt to carry on group work projects thanks to my experience as a team player during the works and projects I have done in the University. * During the period of time I spent in France, I had the opportunity to meet people from all over the world, and learn different cultures. |

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| Organisational / managerial skills | * I have always had the ability to get on well with people. I am confident. * I am good at adapting to new circumstances and I am able to learn new items fast. * I have no difficulties in working in groups and organizing tasks. |

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| Job-related skills | * International Business Development * Selling complex solutions Services * Drive and manage business opportunities * Willingness to travel * Communication skills oriented to customer * Leadership * Interpersonal skills in International environment |

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| Computer skills | * SQL and database basic knowledge * C, C++, Matlab. * PCB design, PIC microcontrollers, oscilloscopes, network analysers, signal generators, etc. * Microsoft Office Tools. |

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| Other skills | * I love travelling, playing sport and reading. |