



## Contact

### Phone

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### Email

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### Address

Frankfurt am Main. Willing to relocate

### Linkedin

<https://www.linkedin.com/in/rafaelmerayo/>

### Github

<https://github.com/RafaMR>

## Expertise

- JavaScript (ES6) | React
- HTML 5 | CSS | Bootstrap
- NodeJS | ExpressJS
- Mongo Db | Axios
- Git | Github

## Languages

Spanish - Native

English - Full profesional proficiency

German - Full profesional proficiency

# Rafael Merayo

## Full Stack Developer with a background in Sales

Full Stack Developer with a background in Sales and 10+ years of experience as a Sales Manager at online tech companies looking forward to changing careers and joining a project to put into practice my technical skills and work experience acquired.

## Experience

### January 2022 - August 2022

#### Student. Web development Bootcamp. Ironhack.

- Six months part-time immersive course to become a Full Stack Developer.
- Learned Front-end design and Back-end architecture fundamentals, using top-notch technologies such as JavaScript, React, HTML5, CSS, Bootstrap, NodeJs, ExpressJs, MongoDB, Axios, Git and Github.
- Developed a total of three projects including:
- **Videogame-Elon-Mars:** <https://elon-mars.netlify.app> Positioned this video game on Product Hunt as the 5th product of the day on 18/04/2022.
- **Meetech.com:** <https://meetech-app.herokuapp.com> Networking app to look for tech events.
- **Ironpump.com:** <https://ironpump.netlify.app> Fitness app to manage your own workouts.

### November 2015 - Present

#### Sales Manager Spain. eGENTIC. Frankfrut am Main.

- eGENTIC is the world leader in online lead generation offering companies qualified consumer leads generated through Online Sweepstakes and Email Marketing.
- Responsible for the new business acquisition and account management of top-tier clients in the Spanish market from the following verticals: Call centres, Finance, Telco, Insurance, NGO, Energy, Education and E-commerce.
- Helped to position Spain as the second top market in EMEA by increasing the annual team revenue on average by +9,3% and overachieving on average +35% of personal annual sales goals of 720k€/year. Team yearly revenue exceeding € 4 million.

### March 2012 - October 2015

#### Sales Manager Spain Whisbi. (Google external contractor). Barcelona

- Whisbi worked on behalf of Google in Spain helping digital marketing agencies to acquire new business on AdWords (Google Partners Program).
- Responsible for a portfolio of 50 to 60 agencies contributing to an +7,8% increase in AdWords average investment by increasing +38% of new business acquired by the agencies (AdWords accounts).

### October 2009 - March 2012

#### Other sales positions include:

- Sales Manager Spain ReviewPro: Software management tool for the hotel industry.
- Account Manager Mirai: Web design and Digital Marketing for the hotel industry.

## Education

### October 2006 - March 2009

#### Diplomatura Turismo. BA in Hospitality management.

Universidad Autónoma de Madrid. University degree. 180 ECTS.