

JAVIER ZAMORA JIMÉNEZ

Location: Palma, Balearic Islands, Spain

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PROFESSIONAL SUMMARY

Dynamic Sales Manager & Business Development Professional with a strong track record in sales strategy, market expansion, and key account management. Proven ability to drive revenue growth, develop strategic partnerships, and manage high-value clients. Experience in energy, renewable resources, real estate, and high-risk investments. Skilled in negotiation, client engagement, and technical project execution, with a passion for driving business success in competitive industries.

PROFESSIONAL EXPERIENCE

Sales Manager | Iberdrola

Balearic Islands, Spain | Jan 2024 - Present

Lead sales operations and expanded market share by 34% through strategic commercial initiatives. Develop and implement customer acquisition and retention strategies, securing long-term relationships with key clients. Conduct market analysis and competitor benchmarking to optimize positioning. Represent Iberdrola at industry events and public sector engagements, strengthening partnerships and brand visibility.

Real Estate & High-Risk Investment Consultant

Balearic Islands, Spain | May 2015 - Present

Provide strategic investment advisory in volatile financial markets (stocks, cryptocurrencies, blockchain) and collaborate with platforms like Coinbase and eToro. In real estate, specialize in property sales, asset management, and high-value deal negotiations, partnering with firms across the Balearic Islands.

Key Account Manager & Project Engineer | ECT Projects

Balearic Islands, Spain | Apr 2023 - Jan 2024

Managed key accounts and led green hydrogen (H₂V) projects in the Canary Islands. Designed technical proposals and engineering solutions for hydrogen plants while conducting HAZOP & SIL safety assessments for Oil & Gas projects. Secured new business through public sector tenders and built strategic alliances, including collaboration with the

Ecological Transition Cluster of the Balearic Islands (TEIB). Speaker at European UNLOCK H₂ Project (Nov 2023).

Key Account Manager & Consultant Engineer | Gesinom

Puertollano, Spain | Jun - Sep 2019

Specialized in industrial safety and risk assessment, conducting SIL studies for Repsol to enhance process safety. Facilitated business engagements with Repsol, Cepsa, Galp, and Indorama, strengthening strategic relationships and aligning technical solutions with business growth objectives.

EDUCATION

Bachelor's Degree in Chemical Engineering

SKILLS & EXPERTISE

- Sales Strategy & Business Development
 - Key Account & Client Relationship Management
 - Market Expansion & Revenue Growth
 - Negotiation & Deal Closing
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ADDITIONAL INFORMATION

National Tennis Coach collaborating with the Royal Spanish Tennis Federation (RFET) at Davis Cup and high-profile events. Experience in media production, player interviews, and sports journalism, working with Carlos Alcaraz, Rafael Nadal, Pablo Carreño, Roberto Bautista, Juan Carlos Ferrero and more.

LANGUAGES

- Spanish (Native)
- English