Contactar

aidacarabot.tosar@gmail.com

www.linkedin.com/in/aidacarabot (LinkedIn)

Aptitudes principales

Amazon Advertising Gestión de cuentas Liderazgo de equipos

Languages

Español (Native or Bilingual)
Inglés (Native or Bilingual)
Francés (Professional Working)

Certifications

French Level B2

Nova Member

C1 - Advanced

EFSET English Certificate (C2 Proficiency)

Spanish Teacher Training - Spanish as a Foreign Language: Levels A1-C2

Aida Carabot Tosar

E-Commerce, Marketing and Full-Stack Developer | Ex Amazon | Nova Talent Member | UC3M Alumni

Santo Domingo, Distrito Nacional, República Dominicana

Extracto

I am an experienced multilingual professional with a strong background in e-commerce, sales, marketing, and negotiations, cultivated during my tenure at Amazon. I began my career at Amazon, where I progressed from an Operations Intern to a Brand Specialist over the course of three years. Passionate about blending technology and business, I find joy in the synergy between the two.

Driven by a long-standing passion for programming, I decided to transition into tech by enrolling in an intensive Full-Stack Development Bootcamp. I have successfully completed the Front-End segment and am currently finalizing the Back-End portion. Parallel to my studies, I secured a remote position at an E-Commerce company specializing in Amazon, where I quickly advanced to the role of Senior Account Manager within six months.

I am proficient in Advanced Excel Analytics and Financial Modeling, leveraging analytical rigor to drive strategic decision-making. Comfortable working in international environments, I embrace the valuable insights stemming from varied cultural perspectives. My career has afforded me the chance to work with global teams, and my personal experiences living in the United States, Paris, Ireland, the Netherlands, and now the Dominican Republic have enriched my cultural understanding and interpersonal skills.

Originally from Spain, I am fluent in Spanish, English, and French. My linguistic capabilities complement my ability to engage effectively in global contexts. Always open to connecting and engaging with new opportunities, feel free to explore more on my LinkedIn page!

Experiencia

Ecomcy

6 meses

Senior Brand Manager (Amazon Seller) - US Marketplace junio de 2024 - Present (2 meses)

República Dominicana

We are an official Amazon Service Provider Network certified partner. We deliver Amazon brand strategy, full-service brand management, and scalable advertising solutions to drive long-term, profitable brand growth.

- Developing long-lasting relationships with clients to provide tailored services focused on increasing sales on Amazon, optimizing Amazon Advertising campaigns, and enhancing inventory and catalog management.
- Conducting in-depth market and competitor analysis within the Amazon US Marketplace to help clients surpass their competitors in sales and strategy.
- Creating and implementing effective deal strategies to boost client sales and market presence.
- Leading and organizing cross-functional teams to ensure that we deliver high-quality work and achieve client objectives.

Account Manager

febrero de 2024 - julio de 2024 (6 meses)

República Dominicana

Nova Talent

Member

mayo de 2023 - Present (1 año 3 meses)

Nova is the merit-based access network where the top 3% of talent connect with each other, develop and accelerate their careers.

thePower

Full-stack Developer Student abril de 2023 - Present (1 año 4 meses)

Driven by a long-standing passion for programming, I decided to transition into tech by enrolling in an intensive Full-Stack Development Bootcamp. I have successfully completed the Front-End segment and am currently finalizing the Back-End portion.

reboom

Marketing & Sales Specialist enero de 2024 - febrero de 2024 (2 meses)

París, Isla de Francia, Francia

Amazon

1 año 10 meses

Brand Specialist (Retail E-Commerce Manager) - EU level septiembre de 2022 - noviembre de 2023 (1 año 3 meses)

Madrid, España

- Drive initiatives to enhance top KPIs (i.e., traffic, availability, conversion rate and profitability) for leading strategic brands at the EU level.
- Coordinate Tier 1 Deal Events (i.e., Prime Day, Black Friday), leading negotiations and ensuring optimal outcomes.
- Establish key internal partnerships with various retail functions, contributing to the definition of priorities and operational goals tailored to each brand's specific needs.
- Coordinate European project aimed at revamping the main landing page of the category to improve the overall customer experience.

Operations and Logistics Internship febrero de 2022 - septiembre de 2022 (8 meses) Madrid, España

- Monitor and optimize order processing to ensure the timely and accurate shipment of orders.
- Analyze operational data to identify trends, areas for improvement, and key performance indicators.
- Lead teams to enhance the efficiency of shipment processing.
- Collaborate with key stakeholders in planning and developing project launches to optimize operational timings.

TELUS International AI Data Solutions Internet Safety Evaluator marzo de 2020 - agosto de 2021 (1 año 6 meses) Irlanda

- Evaluate online content: Review and assess websites, social media platforms, and other online content to ensure compliance with safety standards and guidelines.
- Collaborate with cross-functional teams: Work closely with other teams, such as legal, engineering, and customer support, to address internet safety issues and implement effective solutions.

Amazon
Fulfillment Associate
noviembre de 2020 - diciembre de 2020 (2 meses)
Madrid, España

Responsible for ensuring that customer's orders are fulfilled in a timely and satisfactorily manner.

CULTURE & FRIENDS

Community Manager enero de 2019 - junio de 2020 (1 año 6 meses)

- Develop and execute content marketing strategies across social media platforms to engage and resonate with the community.
- Drive initiatives to increase brand awareness within the community, fostering a stronger connection between the brand and its audience.
- Analyze and report on community metrics to measure engagement, track growth, and assess the impact of community-building efforts.
- Develop and curate engaging and relevant content for various social media channels, aligning with brand identity and community interests.

Educación

Universidad Carlos III de Madrid

Bachelor of Business Administration - BBA, Administración y gestión de empresas, general · (2018 - 2022)

ThePower Business School

Full Stack Developer, Tecnología/Técnico de ingeniería informática · (abril de 2023 - julio de 2024)

Paris School of Business

Bachelor of Business Administration - BBA · (octubre de 2021 - enero de 2022)

NHL Stenden

Exchange Program, International Business · (2018 - 2018)

Monarch High School

Exchange Program, Senior Year · (2016 - 2017)