

ADDITIONAL EXPERIENCE

Accounting

- Performed bookkeeping services on a monthly basis for client auditees.
- Carried out in-house audits for clients with assets valued in excess of \$500 million.
- Performed accounting services for private investors and recommended investment alternatives.
- Advised on investment needs to guardianship account holders in order to prevent legal action.
- Worked closely with clients in a consulting capacity to streamline their accounting practices while keeping them in line with their annual audit.
- Prepared individual, partnership, corporate and payroll tax returns in a timely and accurate manner.
- Successfully rotated through three areas of accounting including audit, tax and consulting.
- Evaluated the internal control structure and financial reporting systems of the client entities and recommended enhancements.

Management

- Founded a computer hardware importing and consulting firm with considerable resource constraints and turned it into one of the leading companies in the local market within its rank invoicing up to 360K Euros per quarter.
- Outsourced logistics operations in order to keep competitiveness in a geo-strategic disadvantage.
- Maintained inventory holding costs variable, and planned successful purchasing strategies, minimizing impact of low activity period effects on liquidity.
- Subcontracted services and elaborated cooperation contracts in the areas of marketing, technical support, freight forwarding and programming services spreading the business areas in which to profit.
- Tracked and analyzed rapidly changing technology roadmaps and forecasted demand needs and the required output levels in together with manufacturer to avoid loss due to accumulation of obsolete material.
- Contracted and programmed ocean freight for high volume container based imports, in coordination with manufacturers, in order to minimize delivery time.
- Prepared documentation for imports and exports in coordination with lawyers in order to resolve and or prevented bottleneck situations due to customs hold or conflict of diverse nature.

Marketing

- Successfully implemented pricing strategies coherent with the market conditions at a particular time in a very hostile, competitive and rapidly changing market.
- Planed, analyzed, implemented and coordinated successful marketing strategies through advertising in local printed media as well as on Internet pay sites alone and with joint efforts with clients through the use of incentives in exchange of participation.
- Monitored marketing efforts feedback trough electronic polling.
- Assisted international technology Fairs chiefly the CEBIT in Germany and SIMO in Spain in order to cultivate better business dealings with both manufacturers and clients.

Communication

- Tracked and analyzed revenue from all products and reported directly to president of the company.
- Maintained liaison in Spanish, English and Swedish between clients and management.
- Recorded and maintained financial transactions on a timely basis and alerted upper-level management to costly omissions.
- Assisted manufacturers in developing a successful end product. Though creative and innovative ideas.
- Interviewed, filtered and hired new professional personnel for sales, operations, marketing and logistics positions in order to gain competitiveness.
- Secured exclusivity for featured components through negotiations with manufacturers in Asia and the US and signed legally binding contracts enforceable by law.
- Handled legal conflict though combining different legal and consulting tools in order to safeguard the interests of the company.
- Work in multinational and diverse virtual teams on a daily basis.