

PERSONAL DATA

First and last name

German Soares

Country & city of residence

Bangkok, Thailand

Contact details

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Skills

•Management • Direct Sales • International Sales Negotiation • Marketing • Business Strategy
•Project Management • Income Generation (ROI) • Customer Acquisition • Logistics • CRM
•Account management • Lead Generation • Revenue Cycle Management • Sales Presentations
•Marketing Communications • Team Management • Social Media

Languages

English, Spanish, Italian, Portuguese, Thai (Beginner)

“A highly experienced Manager with a proven track record in business development and revenue generation, currently seeking a position in a forward thinking organization”

With extensive experience working in sales and management, as well as experience in the European, American (North & South American) and S.E Asian market, lead generation, business development, field sales operations, training, outsourcing, strategic partnerships, digital marketing.

Education

Institution

Specialization

Duration

Place

Imperial College

Global MBA (Online)

2016-2018

London

Middlesex University

BSc Computer Graphics

2010-2013

London

Universidad Nva. Esparta

BSc Computer Science

2003-2005

Valencia

Diplomas /
Certificates

- Managing People – *University of Reading*
- Diploma in Hospitality Management level 2 - *Alison*
- Advanced Diploma in Tourism and Hospitality Management – *A L A*
- Diploma in Hospitality Management – *Connexions*
- Hospitality Management - Hotel Operations – *Connexions*
- Diploma in Supply Chain Management – *NPTEL*
- Food Safety Training - Safe Practices and Procedures Course – *US AID*
- Developing Effective Business Presentation Skills - *Business Communication*

- Diploma in E-business - *Google*
- Diploma in Applied Operations Management – *NPTEL*
- Business Intelligence and Knowledge Management Systems – *G T P*
- Diploma in Web Business Development and Marketing - *Advance learning*
- Diploma in Project Management – *Xsiq*
- Corporate Finance Essentials - *IESE Business School*
- Diploma in Business Management and Entrepreneurship online business - *Xsiq*
- Inspirational Leadership: Leading with Sense – *HEC-Paris*

WORK EXPERIENCE

Position

Business Development Manager

Company

QUIT

Period/City

May 15- Present – London

Outline

Taken on at UK's oldest smoking prevention charity to hold accountability for all sales and income activity. Was also responsible for Fundraising, Grants, Sales, Strategic Partnerships and Sales & Donations. Targeted public and private schools, colleges and universities as well as the commercial sector.

Responsibilities
/ Achievements

- Find suitable partners to do joint bids to deliver Health and wellness services for Local authorities into schools across the UK
 - Liaise with private school boards and universities to deliver QUIT's programme
 - Set up meetings and conference call with prospective clients
- Actively manage relationships with the department of public health and education
 - Measure contracts won against competitors
- Develop and target key decision makers within in large corporations and blue chip companies
 - Develop & maintain a face to face fundraising strategy
 - Negotiate new contracts, manage and grow existing clients
 - Work directly with the C.E.O and the Delivery Manager
 - Keep and maintain the CRM and sales pipeline

WORK EXPERIENCE	
Position	International Business Development and Logistics.
Company	Freelance
Period/City	Jan 2005 – Present
Outline	Collaborate, develop new partnerships and sales channels across multiple industries.
Responsibilities / Achievements	<ul style="list-style-type: none"> • Develop and grow the Central and South American channel for a U.S Based door to door currier • Maintain parts inventory levels, source for new suppliers and handle all annual negotiation contracts with vendors for the food industry, suppliers include Tetrapak, Festo, Parker and IKA • Source, negotiate and shipping raw materials such as Cocoa, palm oil, calcium caseinate and other proteins, xanthan gum and emulsifiers • Open distribution channels for disposable products such as plastic cutlery, napkins, muffin paper cups, cake cardboard bases • Source, negotiate and shipping raw materials such as PET pellets and other polymers, glassine paper and other special papers, laminated and corrugated cardboard • Source and negotiate industrial equipment for the food, hospitality, cosmetic and pharma industry

WORK EXPERIENCE	
Position	Business Development Manager (Fixed Term Contract)
Company	Credico Marketing
Period/City	Aug 2014 – May 2015 - London
Outline	The largest direct sales and marketing company in the UK primarily employed to manage various aspects of the business as part of a larger team, including developing and targeting highly important clients, keeping up to date with the latest developments in the marketplace and carrying out lead generation on a global scale.
Responsibilities / Achievements	<ul style="list-style-type: none"> • Set up meetings and conference call with prospective clients • Reporting to V and C level during weekly conference calls <ul style="list-style-type: none"> • Working closely with charities and fundraisers • Work closely with operations to ensure the highest success rate for our customers • Review performance and recommend adjustments accordingly <ul style="list-style-type: none"> • Assist with training and facilitate training sessions • Visiting office nationwide to oversee the existing campaigns <ul style="list-style-type: none"> • Keep and maintain the CRM and sales pipeline • Approached around 900 companies nationally across multiple sectors such as; financial services, energy, Nonprofit organizations, Food delivery, Telecom, Energy efficiency and online services • Successfully developed from inception to test period top tier clients, including; Sainsbury’s bank, RAC, New Day, Asda Bank, Virgin Money, True Telecom, Gousto and more.

WORK EXPERIENCE	
Position	Business Development Manager (Interim)
Company	Personal Fundraising Services
Period/City/Cou ntry	Aug 2014 – Feb 2015 - London
Outline	Personal Fundraising Services was established early 2014 in order to provide charities with a tailored solution to their face to face fundraising challenges. Hired to kick start the Business Develop team by implementing lead sourcing and lead generation standards.
Responsibilities / Achievements	<ul style="list-style-type: none"> • Create and maintain client portfolio • Target key decision makers within the charity sector <ul style="list-style-type: none"> • Work close with operations and oversee training • Work directly with the C.E.O and campaign coordinator <ul style="list-style-type: none"> • Prepare and ensure a seamless handover

WORK EXPERIENCE	
Position	Digital Marketing Consultant
Company	Freelance
Period/City	Feb 2012 – Jun 2014- London
Outline	Helping mainly start-ups and independents hotels and guesthouses (mostly in S.E Asia) to create, maintain and improve their internet presence as well increasing sales and customer acquisition through cost-effective marketing strategies
Responsibilities / Achievements	<ul style="list-style-type: none">• Implement a marketing strategy to the client’s expectations• Create a strong internet presence through google AdWords<ul style="list-style-type: none">• Create and manage O.T.A accounts
WORK EXPERIENCE	
Position	Executive Director
Company	Sur American Foods
Period/City	Jan 2008 – Nov 2011 - Valencia
Outline	Taken on to inception to completion during which time played a key role in forming the sales team, managed budgets and upgrades and assisted in the recruitment, training and development of staff. Also played a key role in the development of a waste management program which resulted in a long term cost effective solution.
Responsibilities / Achievements	<ul style="list-style-type: none">• Implementing sales and marketing strategies• Directly involved with sales and quality controls<ul style="list-style-type: none">• Overseeing losses and new business• Reviewing existing contracts and looking for growth opportunities<ul style="list-style-type: none">• Sourcing raw material as well as Import & Export <p>Key Achievements</p> <ul style="list-style-type: none">• Grew the company from 1 to 25 employees in 6 months• Secured a multi-million deal with the Brazilian government worth \$12m in year 1 (ongoing) Successfully sourced ingredients and materials around the world<ul style="list-style-type: none">• Increased sales by 100% in year one and two• Drove profitability 19% by implementing a CRM system
WORK EXPERIENCE	
Position	Executive Director
Company	Propaca
Period/City	Jan 2005 – Jan 2008 - Valencia
Outline	The company was founded in the late 60's and it is the first company to manufacture paper cone cups in the country and today is still the biggest and the oldest company doing so. Started out as a floor supervisor and quickly took over the production sheets to meet our client’s orders.
Responsibilities / Achievements	<ul style="list-style-type: none">• Making upgrades and improvements on the existing production lines• Adding cost efficient process and machinery as well as creating a night shift to cover the demand and taking the lead position over our main competitor <p>Key Achievements</p> <ul style="list-style-type: none">• Secured a contract with 5 of the biggest construction companies and shopping centres in the country to provide them with all our disposable products as well as our signature paper cone cups<ul style="list-style-type: none">• Youngest person to earn the position of Executive director• Created the customized line of products for high end clients• Secured a co-packing deal for one of the largest player in baked goods