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Nussbaumen AG, Switzerland

# Ginelle Doubek

Website Developer



With over 18 years of experience in business development, sales, and data management. I have developed a strong skill set in prospecting, client relationship management, and strategic planning. In 2023, I found my passion for web development and completed an online bootcamp for women. This experience ignited my desire to learn and grow in this field. Over the past two years, I've honed my skills and am now an aspiring Front-End Web Developer, committed to creating dynamic and responsive websites. My extensive professional background seamlessly integrates with my new career, allowing me to leverage my strategic and communication skills in the tech industry.

## Education

- 2024 - current  
Web Developing Bootcamp  
SheCodes - [www.shecodes.io](http://www.shecodes.io)
- 2022 - 2023  
Prof. Certificate in Data Analytics  
Simplilearn - University of Purdue
- 2009 - 2011  
MS Business Management  
University of Philippines, Los Baños
- 2017 - 2022  
BS Agricultural Economics  
University of Philippines, Los Baños

## Skills

- Data Mgt
- Presentation
- Negotiation
- Teamwork
- Innovation
- Problem Solver
- Organization
- Communicate

## Work & Experience

### Congress Coordinator

Mainly responsible for Abstract Programme at the annual EULAR Congress, I managed and consolidated submitted abstracts and coordinated their evaluation with Abstract Chairs and Reviewers. I set-up the Management system for abstract submission, created and coordinated sessions, and liaised with authors and submitters. Additionally, I performed various tasks to ensure the success of the yearly Congress.

2020 - 2023

EULAR - European Alliance of Associations for Rheumatology  
Zurich, Switzerland

### Business Development & Acquisition Manager

Responsible for prospecting and acquiring new hotels to represent in the Middle East, managing all sales activities aimed at acquiring and developing new accounts. Coordinated with the CEO on business development and revenue stream activities, collected and analyzed data for presentations to stakeholders. Attended international travel trade exhibitions, road shows, and workshops as needed.

2018 - 2020

Claviger Middle East  
Dubai & Switzerland

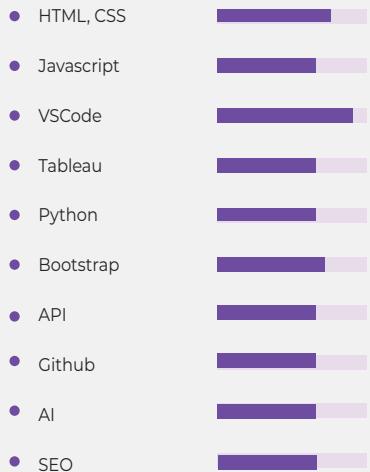
### Global Sales Manager

Led key sales activities for Starwood in UAE and Greece, increasing market penetration and revenue. Managed team's sales production, data analysis, and presentations. Innovated account database and sales log maintenance. Coordinated business relationships and resolved issues, maintaining strong customer relationships to influence decisions.

2012 - 2018

Starwood International  
Dubai, UAE

## Expertise



## Work & Experience

### Regional Sales Controller

Ensured transparency in regional trade spend, expenses, assets, and funds with monitoring tools. Trained and coached Sales Managers on selling and trading techniques. Conducted trade checks and audits to verify account claims. Implemented measures to improve accounts receivable and market returns.

2014 - 2016

Nestle

Manila, Philippines

### Sales and Marketing Manager

Managed operational, management, and marketing aspects of assigned accounts. Streamlined inventory management to minimize stockouts. Identified business-building activities and merchandising innovations. Implemented in-store promotions, marketing functions, and category management. Maintained relationships with key trade partners and planned business activities. Pioneered the setup of distributors throughout the Philippines.

2007 - 2009

Unilever

Manila, Philippines

## Languages



Mother Tongue

Filipino



C2

English



B2

German

## Hobbies



Cycling



Tennis



Ski



Fitness



Travel



Hiking

## References

### Florian Klett

Manager Academic Platforms

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### Rene Camilleri

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### Lidia Wendt

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### Julien Bonafous

CCO

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