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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 account management, client relationship, and strategic planning. In 2023, I discovered a passion for coding and web development. I have completed various online courses and 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 in HTML, CSS and Javascript. As an aspiring Front-End Web Developer, committed to creating dynamic and responsive websites, I believe with my extensive professional background, optimism, drive and commitment to success this will allow me to excel and compete in the IT industry.

## Education

- **2024 - current**  
**Web Developing Bootcamp**  
*SheCodes - 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

- Dedication
- Commitment
- Innovation
- Negotiation
- Organization
- Presentation
- Problem Solver
- Teamwork

## Work & Experience

### Congress Coordinator

- >Mainly responsible Abstract Programme at the annual Congress
- >Managed and consolidated submitted abstracts
- >Coordinated evaluation with Abstract Chairs and Reviewers
- >Set up the M-anage system for abstract submission
- >Liaised with authors and submitters
- >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 the sales activities, prospecting and acquiring 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*

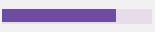
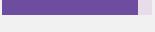
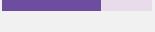
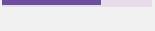
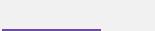
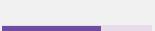
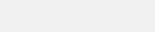
### Global Sales Manager

- >Led key sales activities, increasing market penetration and revenue for Middle East & Europe market.
- >Managed team's sales production, data analysis, and presentations
- >Innovated account database and sales log maintenance.
- >Coordinated business relationships and maintaining strong customer relationships to influence decisions.

**2012 - 2018**

*Starwood International  
Dubai, UAE*

## Expertise

- HTML, CSS 
- Javascript 
- VSCode 
- Tableau 
- Python 
- Bootstrap 
- API 
- Github 
- AI 
- SEO 

## 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

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