

# IGNACIO JIMÉNEZ

ACCOUNT MANAGER ☎ 0687056813

## ◦ DETAILS ◦

0687056813  
[nachojimenez.94@gmail.com](mailto:nachojimenez.94@gmail.com)

## ◦ SKILLS ◦

Strong interpersonal skills  
Prioritization and task management abilities  
Industry Trends & Sales Forecasting  
Experienced at International Sales  
CRM management (Salesforce)  
Strong IT Knowledge

## ◦ LINKS ◦

[LinkedIn Profile](#)

## ◦ LANGUAGES ◦

Spanish; Castilian

English

German



## PROFILE

Account Manager with 2 years' experience managing accounts for an international corporation, building relationships with buyers from small to large businesses, reducing churn rate and creating new initiatives to further enhance revenue opportunities.



## EMPLOYMENT HISTORY

### Account Executive at Zizoo boats GmbH, Berlin, Germany

August 2020 — Present

Dinamic and multi-role position in a start-up based in Berlin. Main tasks:

- Principal point of contact between Zizoo and its customers.
- Ensure current customers have the right products and services
- identify new markets and customer leads

### Account Manager Team Lead at trivago N.V., Düsseldorf

November 2019 — April 2020

Portfolio Coordinator of a 4-people account-management team. Main tasks:

- Ensure continuous strategic portfolio development for independent hoteliers.
- Align and define expectations for every individual, forecasting goals, meeting execution and product training.
- General performance management

### Account Manager at trivago N.V., Düsseldorf

August 2018 — November 2019

- Account & Portfolio management for independent Hotels (b2b)
- Consultancy, Campaign Analysis, Commercial education.
- Customer Up-selling, cross-selling, win-back.

### Front Desk Reception at Malmaison Oxford Hotel, Oxford, United Kingdom

September 2017 — June 2018

### Customer Service Officer at Prodetur, Sevilla, Spain

May 2016 — June 2017

Leading Company for promoting Andalucía nationally and internationally



## EDUCATION

### Master's degree, ThepowerMBA, Madrid, Spain

September 2019 — Present

Master of Business Administration - Full Online Master's degree. Modules: Business Model Innovation; Disruptive Tech in Business; The Lean Start-up, Entrepreneurship; Strategy & Business fundamentals; Finance and Accounting

### Bachelor's degree, Universidad de Sevilla, Sevilla, Spain

September 2012 — June 2017

Bsc in Business Administration focused in the Tourism Industry.



## REFERENCES

- References available upon request