

IGNACIO JIMÉNEZ

ACCOUNT MANAGER ☎ 0687056813

◦ DETAILS ◦

0687056813
nachojimenez.94@gmail.com

◦ SKILLS ◦

Software Development
JavaScript & React.js
Sales & Account Management
Prioritization and task management abilities
Tourism industry Knowledge
Strong interpersonal skills

◦ LINKS ◦

[LinkedIn Profile](#)

◦ LANGUAGES ◦

Spanish; Castilian

English

German



PROFILE

Full-stack web developer with a background in sales and Account Management, leveraging my consumer-focused mindset and communication skills to help create innovative solutions and positive user experience for all.



CAREER HISTORY

Software developer student at CareerFoundry GmbH, Berlin

March 2021 — Present

School Program where I have learn how to build APIs following REST architecture, the use of databases (SQL and NoSQL), React Native applications for Android and iOS, web server frameworks, and the ethics involved in building web products.(The use of Github, agile development, collaboration...). For a closer look at the curriculum, check out the [course plan](#).

Sales Representative at Zizoo boats GmbH, Berlin, Germany

August 2020 — February 2021

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

- Meet monthly revenue targets, contacting and acquiring new leads and developing Spanish and ROW Markets.
- Ensure current customers have the right products and services

Account Manager Small Medium Accounts at trivago N.V., Düsseldorf

March 2020 — May 2020

Account Manager for OTAs and Hotel Chains focused on the Spanish Market.

- Account & Portfolio management for Hotel chains and OTAs
- Monitor Conversion API metrics to ensure swift and stable performance.
- Consultancy, Campaign Analysis, Commercial education.

Account Manager at trivago Hotel Relations, Düsseldorf

August 2018 — March 2020

- Consultancy, Campaign Analysis, Commercial education for Independent Hotels.
- Promoted to Team Lead from september 2019 to February 2020

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

September 2017 — June 2018



EDUCATION

Master´s degree, ThepowerMBA, Madrid, Spain

September 2019 — Present

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.