

Gabriela Stefana

Personal Information

Gender: Female

Age: 35

Nationality: Spanish

Location: Barcelona, Spain (willingness and desire to relocate to Graz, Austria)

Education:

Master's degree in Business Administration

University of Barcelona, Spain

1 year Erasmus at Graz University of Technology

Experience:

Sales Manager

Young Digital Marketing Agency

- Developed and implemented sales strategies to acquire new clients and expand revenue streams.
- Analyzed market trends and competitor activities to identify growth opportunities.

February 2022 – Present (2 years)

Barcelona, Spain

Marketing Manager

Polychord Start-up, Madrid

- Led marketing campaigns and initiatives to increase brand awareness and customer engagement.
- Collaborated with cross-functional teams to develop product positioning and messaging.

January 2021 – January 2022 (1 year)

Madrid, Spain

Business Analyst

Bright Consulting

- Conducted market research and analysis to support strategic decision-making.
- Prepared business cases and financial models to evaluate investment opportunities.

March 2015 – June 2020 (5 years)

Madrid, Spain

Skills:

- Strong analytical skills with a background in business administration
- Demonstrated ability to develop and execute sales and marketing strategies
- Excellent communication and interpersonal skills
- Fluent in Spanish and English, with basic proficiency in German