

Alejandro M

Colombia

Applied through AIESEC in UNINORTE, Colombia.

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PROFESSIONAL EXPERIENCE

National Operations Head

AIESEC in Peru Aug 2018 - Present Peru

- Coordination of the 3 global exchange programs and creation of strategies to guarantee exchanges growth. Achievement of 65% of the annual goal so far, leading an international team of 3 managers.
- Execution of +2500 international experiences distributed in 13 different local branches across 9 different cities in the country.

Partnerships Development Director

AIESEC in Colombia Aug 2017 - Jul 2018 Colombia

Public Relations and Communications

- Responsible of the Go to Market Strategy and financial sustainability of the organization throughout partners development, retention and upscaling .
- Management of national exchanges accounts, in diverse sectors, such as Sutherland, MSD, Schlumberger, DHL, among others. Generated revenue of \$ 57,000 USD.
- In charge of the biggest project with a government institution. 220 Exchange participants as interns in Mexico, Brazil, Peru, Argentina and Ecuador, administrating a budget of \$ 630,000 USD.

Branch Manager

AIESEC in Uninorte Jan 2016 - Feb 2017 Colombia

- Ranked 1st out of 30 national branches in the country in results, leading a team of 8 VPs and a network of +80 volunteers, achieving together 90% of the operational goals.
- Organizational evolution with a portfolio recovery of \$ 13,000 USD and accounts payment of \$ 16,000 USD, alongside recruitment processes restructuring.
- Planning and execution of social projects in the city focused on specific SDGs, with a total investment and fundraising of \$ 9,000 USD annually.

ACADEMIC EXPERIENCE

Universidad del Norte Jan 2013 - Mar 2019 Colombia

Business administration

LANGUAGES

Spanish
English
French
Portuguese

SKILLS

Advanced

- + Personal skills and knowledge
- + Critical Thinking
- + Solution Orientation
- + Relationship Management
- + Microsoft Powerpoint
- + Microsoft Word
- + Team Management
- + Driver's licence
- + Project Management
- + Leadership
- + Client servicing
- + Sales
- + Presentation skills
- + AIESEC Leadership qualities
- + Handling Pressure

Intermediate

- + Training
- + Microsoft Excel
- + Financial management