

MARIA MCGLADE SEGOVIA

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EDUCATION

Edinburgh Napier University

Sept. 2017 - July 2021

Bachelor of Arts, International Business Management and French

- Discovered passion for Project Management through leadership of various working groups, leveraging on skills gained as a Choir and English teacher.
- Implemented real-world marketing campaigns resulting in an increase in all principal KPIs monitored.
- Applied Project Management skills to Consultancy Project in a real business environment.
- Advanced French studies through a continuous modules alongside Business Management.
- Developed solutions and strategies to overcome issues in Operations Management situations.

Colegio Sagrado Corazon "Las Esclavas"(Fundación Spinola)

Sept. 2014 - July 2016

Social Sciences Baccalaureate

- Strong focus on Economy and Numerical Analysis applied to Social Sciences.
- Enrolled in elective Philosophy modules.

WORK EXPERIENCES

Montpeliers Ltd.

July. 2018 - Today

Bartender and Waitress

- Local hospitality chain, principally involved in bars, restaurants and hotels.
- Involved in the design and management of social media campaigns, as well as in improving customer engagement through focused ad-hoc initiatives.
- Delivered daily sales targets as well as demonstrated commercial initiative by implementing effective direct marketing campaigns that improved sales.
- Developed relationship building competences to guarantee returning customers.
- Adopted conflict resolution techniques to create a positive environment and reduce risks in high-stress situations.
- Developed communication skills through negotiation and the effective analysis of feedbacks from customers.

Academia Innova SL

Dec. 2016 - Feb. 2017

English Teacher for Children and Adults

- Private language and academic support school.
- Successfully improved students' participation in the classroom through integration of creative role-playing exercises.
- Demonstrated creative and innovative problem-solving skills.
- Designed personalized study plans based on individuals' academic needs.

LANGUAGES

Spanish	Native proficiency
English	Native proficiency
French	Full professional proficiency
Italian	Elementary proficiency
German	Elementary proficiency

TECHNICAL STRENGTHS

Computer Languages	Python
Software & Tools	Microsoft Office, Autodesk Fusion 360, Adobe CC

LIFE EXPERIENCES

Choir Member

- Member of the Choir of Fundación Musical de Málaga ages 8 to 16. Part of numerous intensive workshops, collaborating with internationally recognised composers, directors and choirs. Have assisted in the training of new choir members.

Competitive Golf

- Played golf tournaments for 6 years, obtaining a first and a third place in my province.

France Exchange Course

- Travelled to Saint Raphael aged 16 for an intensive language course. Gained great exposure to diverse cultures and improved my French fluency.

Germany Exchange Course

- Took part in a 3 week full-immersion German language course in Berlin. Developed my knowledge of the language as well as my understanding of the local culture and traditions.