

Por leer en Native English (Australian market) Early Shift - Business Development Representative B2B

Production and Events en Madison Experience Marketing

CV actualizado el 07/12/2022



Edad: 32 años (06/03/1990)

NIE:

Autónomo: No

Madrid

✓ Tú pides: Madrid

Vehículo propio: No

Género: Hombre

Carta de presentación

Bnzsa Spain Team,

As a Marketing, Events, and Communication professional who enjoys challenges and has worked in the industry for a few years in Spain and abroad, I am sure I am the ideal candidate for the position. I would love to be a part of the Bnzsa Spain team.

Here is a summary of my experience for this and other open positions:

- Lived, studied, and worked in Australia for over 7 years (cultural knowledge)

Experience on the phone:

- Cold Calling
- New Leads Generation
- Business Development
- Customer Relations and Follow Ups
- Client Negotiations
- 7 plus year experience in sales
- Target-driven mentality & can-do attitude
- Multicultural working environments
- Knowledge of Different Languages
- Great Communication and Relational experience

My work experience expands to Community Management, Social Ad Campaigns, Event Management and Sales. I speak several languages: Spanish native speaker, English level (C1), Portuguese, French, and German (basic levels) and I really enjoy being part of a multicultural team.

I believe in doing everything with excellence, which makes me a creative, proactive, decisive person, who always likes to new innovative ideas and who is very detail-oriented. I think I would fit very well in your company.

Privacy - Terms

I look forward to talking in more detail about the position.

Kind Regards,



Killer questions

Please tell us about your experience working on the phone, thank you!

- Lived, studied, and worked in Australia for over 7 years (cultural knowledge) Experience on the phone: - Cold Calling - New Leads Generation - Business Development - Customer Relations and Follow Ups - Client Negotiations - 7 plus year experience in sales - Target-driven mentality & can-do attitude - Multicultural working environments - Knowledge of Different Languages - Great Communication and Relational experience

Experiencias

Agosto 2022 - Actualmente (4 meses)

Production and Events

Madison Experience Marketing | Publicidad, RRPP y eventos

Responsible of Production & Events

- Client proposals, creation of budgets, tenders
- Management of suppliers, negotiations and payments
- Coordination and management of pre-event, event, post-event team

Events:

- Real Valladolid CF (Pucela Run 2022)
- Dirección General de Deporte Madrid - 3ra Jornada Intergeneracional
- Aedas Homes – Torneo Pádel Jardines Hacienda Rosario (Sevilla),
- Comunidad de Madrid (25 Aniversario Congreso PRL)
- Atlético de Madrid (La RojiBlanca 6k – 2023)

Nivel	Empleado/a
Categoría y subcategoría	Marketing y comunicación: RRPP y eventos
Gestión de personal	Marketing
Gestión de proveedores	Presupuestos
Gestión de eventos	

Marzo 2022 - Julio 2022 (4 meses)

Marketing and Communication - Freelance

Metroin SAS | Actividades inmobiliarias

Joined as Freelance Marketing & Communications Consultant for the Real Estate company (remote)

Company Project: Website Redesign Management and social media, e-commerce

- o Management of Digital Marketing strategy
- o Management of Social Media Department redesign (Facebook, Instagram, YouTube, Google My Business)
- o Website diagnostic: user profile, current website traffic, 'page speed' solutions (web loading speed)
- o Copywriting
- o Website Analysis (SEO) and keywords proposal

Nivel	Empleado/a
Categoría y subcategoría	Marketing y comunicación: Marketing

Mayo 2021 - Septiembre 2021 (4 meses)

Marketing and Communication

Infinity Pack | Transporte (mercancías y pasajeros) y mensajería

- Administration and Sales

- o Administrative management
- o New customer labor relations
- o Development and growth of the company (sales)

Nivel	Empleado/a
Categoría y subcategoría	Marketing y comunicación: Marketing

Diciembre 2019 - Enero 2021 (1 año y 1 mes)

Marketing & Communication

MB Partners Agencia de Patrocinios & Eventos | Deportes

I joined as manager of the agency's Marketing and Communication department.

- o Main focus on three sports: Golf, eGolfSports & Padel
- o Management of 9 profiles on social networks and 12K followers (eGolfSports, Padel Business Circuit WGT Charity Online Tournament fighting against COVID-19 (Red Cross).
- o Administrative management, new clients, sponsor loyalty: Vodafone, Marqués de la Concordia, Panerai.
- o Management of public relations and visits to events with sports and entertainment figures: professional golf and soccer players.

Nivel	Empleado/a
Categoría y subcategoría	Marketing y comunicación: Marketing

Febrero 2019 - Diciembre 2019 (10 meses)

Marketing & Communication

Centro Nacional de la Real Federación Española de Golf | Deportes

I joined as 'Community Manager', and participated in other development areas and company products. LaligaSports, eGolfSports, Liga de Empresas & Toptracer Range: development of new projects and public relations.

- o Social Media: Responsible for 13K followers on social media platforms: 44% increase in total followers, 60k+ monthly impressions, 7k+ interactions (Instagram 31.3%).
- o Administrative management, new clients, sponsor loyalty: Mercedes Benz, Coca Cola, Marqués de la Concordia, Panerai.
- o Management of public relations and private events with sports and entertainment figures.

Nivel		Becario/a - Prácticas			
Categoría y subcategoría		Marketing y comunicación: Marketing			
Social Media	Twitter	Marketing social	Multilingüismo	Microsoft Office	Eficacia de ventas
Organización de eventos		Marketing deportivo	LinkedIn	Motivación de equipo	Instagram
Community Management		Facebook			

Marzo 2017 - Agosto 2018 (1 año y 5 meses)

Marketing & Communication Consultant

Metroin SAS | Actividades inmobiliarias

- Increased online brand exposure and follower growth (30%)
- Interviews and selection of employees for sales and media positions
- Improvement of social media strategies and processes

Nivel

Empleado/a

Categoría y subcategoría

Marketing y comunicación: Desarrollo de marca y producto, Comunicación corporativa, Marketing

Desarrollo de marca

Marketing digital

Entrevistas

Consultoría

Agosto 2016 - Febrero 2017 (6 meses)

Marketing & Events Coordinator

Ronaldo Academy (R9) | Deportes

- I joined as Marketing and Events Coordinator for the event planning and launch of "Ronaldo Academy (R9) for Colombia.
- o Planning and coordination of the event with the Ronaldo Nazario Academy team.
 - o Liaison and collaboration with potential clients and sponsors of the event (BMW, Hotel Hilton, Inversiones Ricoradi SAS, Gol Caracol TV, BluRadio, Fox Sports).
 - o Cooperated with marketing and public relations to promote and publicize the event (translated live radio interviews for Ronaldo's Portuguese-speaking official delegates).

Nivel

Empleado/a

Categoría y subcategoría

Marketing y comunicación: RRPP y eventos, Marketing

Organización de eventos corporativos

Social media marketing

Contratación de proveedores de eventos

Producción de eventos

Relaciones públicas

Eventos

Septiembre 2015 - Julio 2016 (10 meses)

Sales Representative

Roger David | Industria textil, moda y calzado

- Joined the company as Sales Representative, worked while studying, after 3 months assigned as a part-time manager.
- o Achieved weekly and monthly KPIs on a constant basis (\$1300-\$2000 weekly average, \$5500-8000 monthly average).

Nivel

Empleado/a

Categoría y subcategoría

Comercial y ventas: Comercial

Gestión comercial

Captación de clientes

Fidelización

Ventas

Junio 2014 - Julio 2015 (1 año y 1 mes)

Sales & Marketing

Industrics Pty Ltd | Suministros de: Energ. Electr, gas, vapor, aire, agua , saneamiento, residuos

Joined as Sales & Marketing Manager, developed and launched a new online and innovative system for the electrical installations market with the company's Director.

- o Managed existing accounts, obtained orders, and created new accounts (resolved between \$20,000-\$35,000 in accounts receivable from long term debtors).
- o Achieved marketing and sales team objectives (created and implemented the sales action plan).
- o Website content generation, new staff recruitment & management

Nivel	Dirección / gerencia
Personas a cargo	1 - 5
Categoría y subcategoría	Marketing y comunicación: Publicidad, Desarrollo de marca y producto, Comunicación corporativa, Marketing, Investigación de mercados

Enero 2014 - Junio 2014 (5 meses)

Marketing Assistant

Century 21 Metroin | Actividades inmobiliarias

Marketing and Sales Advisor, successful obtaining of the real estate agent license. Creation of sales strategies to maximize current sales and customer loyalty.

Nivel	Empleado/a
Categoría y subcategoría	Marketing y comunicación: Marketing
Social media marketing Plan de marketing Marketing digital	

Septiembre 2012 - Marzo 2013 (6 meses)

Sales Representative

Cotton On Group | Industria textil, moda y calzado

Customer Service
Sales
POS
Stock

Nivel	Empleado/a
Categoría y subcategoría	Comercial y ventas: Comercial
Captación de clientes Fidelización Ventas	

Septiembre 2012 - Enero 2013 (4 meses)

Sales Representative

Mathers | Industria textil, moda y calzado

Customer Service
Sales

Nivel	Empleado/a
Categoría y subcategoría	Comercial y ventas: Comercial
Gestión comercial Captación de clientes Fidelización Ventas	

Julio 2011 - Enero 2012 (6 meses)

Marketing Coordinator

VIEC Study Abroad | Educación

Sales
Customer Loyalty
Student Interviews
International Market

Nivel Becario/a - Prácticas

Categoría y subcategoría Comercial y ventas: Comercial

Captación de clientes Comercial Promoción de ventas Aumento de clientes Educación Ventas externas

Estudios

Estudios reglados

MÁSTER

Octubre 2018 - Julio 2019 (9 meses)

Marketing Deportivo

Escuela Universitaria Real Madrid

GRADO

Septiembre 2011 - Septiembre 2014 (3 años)

Grado en Administración y Dirección de Empresas

Macquarie University (Sydney, Australia)

DIPLOMATURA

Febrero 2011 - Marzo 2012 (1 año y 1 mes)

Ciencias Empresariales

Diploma of Commerce - Sydney Institute of Business and Technology, Sydney, Australia

CV en texto

"Challenges help you move forward, comfort stops you"

This is one of the slogans that have accompanied me during my professional career. That is why from a very young age I was curious to travel, get to know other cultures, learn new languages and work with people from different backgrounds.

A resilient and proactive attitude is what characterizes me.

PROFESSIONAL EXPERIENCE

* Metroin SAS (Real Estate), Bogotá, COL, Mar - Jun 2022

- Freelance Marketing & Communications Consultant (remote)

Company Project: Website Redesign Management and social media

- o Management of Digital Marketing strategy
- o Management of Social Media Department redesign (Facebook, Instagram, YouTube, Google My Business)
- o Website diagnostic: user profile, current website traffic, 'page speed' solutions (web loading speed)
- o Copywriting

- o Website Analysis (SEO) and keywords proposal

* Infinity Pack, Madrid, SPAIN, May-Sep 2021

- Administration and Sales

- o Administrative management
- o New customer labor relations
- o Development and growth of the company (sales)

* MB Partners Sponsorships & Events, Madrid, SPAIN, Dec 19 - Jan 2021

I joined as manager of the agency's Marketing and Communication department.

- o Main focus on three sports: Golf, eGolfSports & Padel

- o Management of 9 profiles on social networks and 12K followers (eGolfSports, Padel Business Circuit WGT Charity Online Tournament fighting against COVID-19 (Red Cross).

- o Administrative management, new clients, sponsor loyalty: Vodafone, Marqués de la Concordia, Panerai.

- o Management of public relations and visits to events with sports and entertainment figures.

* CNG Federación Española de Golf
Madrid - (Feb - Nov 2019)

I joined as 'Community Manager', and I participated in other development areas and company products. LaligaSports, eGolfSports, Liga de Empresas & Toptracer Range: development of new projects and public relations.

- o Social Media: Responsible for 13K followers on social media platforms: 44% increase in total followers, 60k+ monthly impressions, 7k+ interactions (Instagram 31.3%).

- o Administrative management, new clients, sponsor loyalty: Mercedes Benz, Coca Cola, Marqués de la Concordia, Panerai.

- o Management of public relations and private events with sports and entertainment figures.

* Ronaldo Academy (R9) Galaxy FC International
Bogotá, COL (Aug - Feb 16-2017)

I joined as Marketing and Events Coordinator for the event planning and launch of "Ronaldo Academy (R9) for Colombia.

- o Planning and coordination of the event with the Ronaldo Nazario Academy team.

- o Liaison and collaboration with potential clients and sponsors of the event (BMW, Hotel Hilton, Inversiones Ricoradi SAS, Gol Caracol TV, BluRadio, Fox Sports).

- o Cooperated with marketing and public relations to promote and publicize the event (translated live radio interviews for Ronaldo's Portuguese-speaking official delegates).

* Roger David, Hornsby, NSW, Australia, September-July 2015-16

Joined the company as Sales Representative, worked while studying, after 3 months assigned as a part-time manager.

- o Achieved weekly and monthly KPIs on a constant basis (\$1300-\$2000 weekly average, \$5500-8000 monthly average).

* Industrics Pty Ltd, Newcastle, NSW, Australia, June-July 2014-15

Joined as Sales & Marketing Manager, developed and launched a new online and innovative system for the electrical installations market with the company's Director.

- o Managed existing accounts, obtained orders, and created new accounts (resolved between \$20,000-\$35,000 in accounts receivable from long term debtors).

- o Achieved marketing and sales team objectives (created and implemented the sales action plan).
- o Website content generation, new staff recruitment & management

LANGUAGES

- * Spanish (native speaker)
- * English (C1 Level)
- * Portuguese (self-taught - B1)
- * French (A2 Level)
- * German (A2 Level)

COMPETENCES

- * Strong and demonstrated ability to lead teams and make important decisions (emotional intelligence)
- * Quick learning of product strengths and weaknesses
- * Great capacity for self-management, planning and execution of objectives (proactivity)
- * Strong critical thinking and communication skills
- * Able to interpret data, extract its narratives and discover ideas
- * Sharp writing, copywriting, and presentation skills

TECH SKILLS

- * Google My Business
- * Google Ads & Analytics
- * Instagram - Facebook Ads
- * WordPress, Canva, Hootsuite
- * Microsoft Office

VOLUNTEER & ACTIVITIES

- * Deloitte Fast Track Challenge
- * Mutua Madrid Open - UE winning team marketing campaign 2020
- * Volunteer UNICEF - Australia

