

## International MBA

Versatile and results-oriented professional, equipped with a strong professional and educational foundation. I bring a proven ability to excel in dynamic and fast-paced environments, with honed skills in analysis and business communication from my diverse experiences. Committed to leveraging this expertise to contribute to the growth and success of an innovative company.

Spain

## SKILLS

Financial Analysis

Verbal Communication

Problem Solving

Asset Analysis

Microsoft Excel

## WORK EXPERIENCE

### Business Development Representative

Doofinder

11/2022 - 09/2023

Madrid, Spain

Achievements/Tasks

- Qualify and identify leads to engage with Built relationships with target prospects and articulated the value of the company's platform.
- Built relationships with target prospects and articulated the value of the company's platform.
- Followed up on trial customers throughout the sales cycle in order to provide the highest quality customer service.

### Commercial Underwriter

Comerica Bank

01/2019 - 10/2020

Detroit, MI, USA

Achievements/Tasks

- Underwrote complex loan requests of up to \$50 million for new and existing customers under tight deadlines.
- Liaised with a team of 10+ experienced lenders in Middle Market and Environmental Services loan groups.
- Contributed to credit discussions and loan approval committees.
- Developed analytical narrative and commentary on credit requests based on assets, payment history, profitability, seasonality and various other factors.
- Reviewed and analyzed credit lines and escalated risks to management leading to loss mitigation protocols.

### Senior Credit Specialist

Comerica Bank

04/2017 - 01/2019

Detroit, MI, USA

Achievements/Tasks

- Collaborated remotely with Managers and Underwriters over the phone to prepare loan documents and ensure that necessary attachments including risk ratings, cash flows and spreads are accurate.
- Aided as pilot user to help identified issues across multiple lines of business to aid the support team in rolling out new software releases.
- Counseled up to ten Credit Specialists from other teams to teach new technology procedures.
- Generated risk ratings, cashflows and approval memos for new and existing B2B customers.
- Updated monthly and quarterly reporting packages in a timely fashion in adherence to Service Level Agreements.

## EDUCATION

### International MBA

IE Business School

01/2021 - 07/2022

Madrid, Spain

### Business Administration - Finance

The University of Toledo

09/2011 - 05/2015

Toledo, OH, USA

## LANGUAGES

English

Native or Bilingual Proficiency

Spanish

Limited Working Proficiency