

SUMMARY

Currently based in Madrid, I am seeking employment that will allow me to explore the local culture and fully invest myself in the city.

EXPERIENCE

- 1/2024 – 4/2024
Temporary **Business Developer, Health Specialty** **Walter Learning, Spain**
- Effective management of a high volume of calls with a conversion rate of 1.5 percent in prospecting
 - Identification and active prospecting of new clients, establishing long-term relationships based on trust and understanding of health training needs.
 - Excellent sales and negotiation capabilities, coupled with effective communication and a high ability to adapt to client needs.
 - Efficient use of CRM software - SalesForces
- 11/2023 – 12/2023
Temporary **Salesperson at the Christmas Market** **Petit coin de France, Germany**
- Total immersion in a German commercial environment, requiring rapid adaptation to local customs and daily interaction with a diverse clientele.
 - Daily use of English for sales, negotiation, and communication with clients and suppliers.
 - Development and implementation of sales strategies tailored to the specifics of the local market, resulting in an increase in daily sales.
 - Independent management of a sales stand, solving logistical problems and optimizing supplies to maximize profits.
- 2/2023 – 12/2023
Temporary **Restaurant Worker and Team Manager** **MA'LOA, Germany**
- Development of organizational skills to optimize service during peak periods, ensuring efficiency and customer satisfaction.
 - Implementation of stock management and delivery scheduling systems to minimize waste and ensure ingredient availability.
 - Creation of collaborations with other restaurants to promote employee well being, fostering a positive work environment.
 - Rapid adaptation to a new cultural and linguistic environment, enhancing communication and cohesion within a multicultural team.
- 9/2022 – 02/2023 **Nurse in Mobile Psychiatry Precarity Team (EMPP)** **Paul Guiraud Hospital, France**
- Addressed mental health needs in vulnerable groups through home visits and support in emergency centers for the homeless and asylum seekers.
 - Delivered personalized care including risk assessments, medication oversight, and psychological support.
 - Collaborated with psychiatrists, psychologists, and social workers to develop comprehensive care plans.
 - Engaged in outreach, providing first aid and building trust with new patients.
 - Showed adaptability and resilience in challenging settings, effectively communicating and managing crises to ensure safety.

EDUCATION

- 9/2019 – 7/2022 **State Diploma in Nursing** **APHP**
- Internship in retirement home, cardiology, psychiatry, internal medicine, social aid, humanitarian
Bachelor's thesis on the topic: *"The therapeutic alliance in adherence to the care project in psychiatry"*

STUDENT WORK

- 7/2017- 5/2019 **Cashier** **Casino, France**
- Effective transaction management and excellent customer service, while balancing studies.
- 7/2016-8/2016 **Secretarial Work** **DDTM 13, France**
8/2017-9/2017
7/2018-8/2018
Secretarial, Administration

LANGUAGES

French - native, **English** - C1, **Chinese** - A1, **German** - A1, **Spanish** - A1

HOBBIES

Travel - 35 countries visited, **Running** - Marathon, HM **Piano** - Solfeggio, Piano Lessons, **Theater**