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Juan-393976@2freemail.com

 **Juan**

A highly qualified Business developer, Sales, Freight & Logistics entry level professional with 6+ years of International experience across multi – cultural environment overall. A confident and trained team player who stayed focused on the development of customer service, sales and logistics solutions. Outstanding communication skills with good presentation skills.

**International Digital Marketing & Recruitment Consultant**

**Import and Export Coordinator .**

**Business Development Officer**

KEY ACHIEVEMENTS

**September 2016 – January 2019**

* Earned 40% additional revenues for the firm against previous 2 years by entering into a long-term business contract
* Saved costs worth 1.200€ per month by introducing a freight labelling and tracking system
* Improved communication between company & suppliers by applying sharp leadership expertise.

**February 2015 – June 2016**

* Augmented university sales by 95% for two full seasons through tactical marketing strategies
* Increased sales by 22%, FB fan base by 106k and 43k unique email addresses by executing Facebook-based marketing program.

**Doha, Qatar**

**Granada, Spain**

**London, UK**

* Increased client base by 75% and annual revenues by AED2.1Mn
* Achieved a sales target of 90% within the first 6 months by effectively training and mentoring a team of 3 new field BD Officers.
* Improved sales performance by 40% by introducing a new system for generating sales leads.

**November 2013 – December 2014**

* Great comunication skills.
* Ability to think quickly, logically and analytically
* Organizational and planning.
* Teamwork and good interpersonal skills.
* Accuracy and attention to details.
* Problem-solving ability.

Key Strengths

* Logistics & SCM .
* International Trade .
* Cargo Transport
* Vendor/supplier Management.
* Order Cycle Management.
* Material Management.
* Inventory Control.
* Project management.
* Commercial Expertise.
* Customer Retention.
* Sales & Marketing.
* Liaison/Negotiation.
* Creative & innovative.

Key Skills

EDUCATION

**International Business Management And Finances**

**MBA with honours**

**2015**

**Business And Administration** Studied

**Bachelor of Arts**

**with honours
2012**

From the University of

Derbyshire, England, UK

with honours.

**Management And Administration**

**Higher Diploma
2009**

From the International School of Management, Granada, Spain.

From the Metropolitan University of Cardiff, Wales, UK.

Final Dissertation: QUOR Ltd: "Qatar Used Oil Recycling"

* Adobe Photoshop
* Dialux
* AutoCAD
* MS Excel, Word, PowerPoint
* MS Outlook
* Contaplus
* SPSS statistics
* Iwork
* SAP

IT Skills

**April 2019**, Pursuing SAP TRAINING, Material Management and Production Planing.

**January 2019**, Arabic Beginner Course, Nadia Training Institute. Dubai, UAE.

**April 2019**, International Certificate in Supply Chain (CISCP). USA

**2015**, Intensive Entrepreneurship Program. London School of Commerce. London, UK.

**2014**, BEC, Business English Course. University of Cambridge, UK.

**2013**, Specialization Program in Intl. Trade, University Of Granada, Spain.

COURSES/CERTIFICATES.

* Spanish: Native
* English: Fluent
* Italian: Basic
* Arabic: Basic

Languages

**September 2016 – January 2019**

SALES AND PROJECTS ADMINISTRATOR (September 2016 – December 2017 Doha, Qatar.

BUSINESS DEVELOPMENT OFFICER (December 2017 – January 2019) Doha, Qatar.

* + - * Efficiently managed key accounts and developed business relations for Beyond Group with Developers, Architects, Interior Designers and other potential sectors.
			* Proactively communicated with Designers and clients to hone in on project specifications and design intent.
			* Actively organized and conducted presentations for potential and existing clients.
			* Daily administrative included paperwork, up-keeping of each individual projects folders and following up on leads generated by other departments.
			* Promoted within one year for successfully accomplishing 4 major projects way ahead of schedule.
			* Effectively liaised with clients to understand project requirements and design; attended site meetings related to the project as required.
			* Skillfully restructured and designed the complete Sales &Marketing department of Beyond Lighting Group streamlining existing systems & procedures in line with changing needs of customers; changed trends in the market and positioning strategy of the company.
			* Tactfully created, negotiated and closed commercial agreements between beyond lighting and public/private clients.

**February 2015 – June 2016**

LOGISTIC COORDINATOR. Granada, Spain.

* + - * Handled a gamut of tasks of the import & export department, involving air shipments, negotiating with local/international suppliers across Asia, USA, and Latin America to have best prices, quality, payment terms and delivery time.
			* Promptly followed-up with suppliers at origins to make sure shipments fulfilled LoC terms. Coordinated with buyers in Spain regarding their shipments from different countries.
			* Enhanced efficiency of logistics operations 20% by initiating performance computing in logistics operations.
			* Accountable for processing orders, verifying accuracy of part numbers, quantities requested and proper flow through the channels.
			* Actively coordinated with freight forwarders, custom agents and shipping lines for tariff negotiations.
			* Dexterously supervised and controlled purchase orders from buyers taking care of import process until the product is delivered to the warehouse/cooperative society; handled all documents such as Invoice, packing list, bill of landing, airway bill and translation.
			* Managed the entire supply chain and logistics along with handling documentation during freight processes. Ensured all legal requirements are met with authorities.

**November 2013 – December 2014**

INTERNATIONAL DIGITAL MARKETING & RECRUITMENT CONSULTANT. London, United Kingdom.

* + - * Leveraged broad competencies in developing and managing digital marketing campaigns for LSC. Oversaw the social media strategy.
			* Efficiently managed and maintained the university´s website by writing &optimizing content as well as social networking accounts such Facebook and Twitter.
			* Continually worked on SEO of the website by editing and posting videos, podcasts and audio content to the online site of LSC. Designed copies for email marketing campaigns.
			* Tactfully identified new trends in digital marketing for LSC, valuated new technologies and ensured brand image of the company is at the forefront in the market.
			* Thoroughly advertised new available places for students across wide range of media sources like newspapers, websites, etc.
			* Proactively organized interviews for candidates as requested by students and informed results of the interviews.
			* Meticulously worked towards exceeding targets about recruited students, a value to be billed to students’ leads generated