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Communauté de Madrid

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## Product Manager, Sénior

### EXPERIENCES PROFESSIONNELLES

#### janv. 2018 / aujourd'hui **Area Manager Director**

DILUS Instrumentación y Sistemas

*\* Head responsible for business development in meteorological instrumentation for renewable resources area.*

*\* Expansion and search of business with new customers and network of contacts.*

*\* Maintenance and portfolio expansion. Business plan. Demand Identification, Client Mining.*

*\* Marketing Plan and Actions to improve the position of the company in the sector.*

*\* Pre-Sales Technical advisory in services and systems, Instruments integration, RFQ, BOQ and*

*Prescription made for EPC or Scada Operators in Renewables. PPA Contracts requirements for PR and*

*resources requirements*

*\* Post-sales Following up, Customer Technical Service, Factory coordination for Calibration and Repair service.*

*\* Preventive and Reactive Maintenance agenda with Customers.*

#### janv. 2010 / janv. 2018 **Executive Project Developer and**

SKY SOLAR IBÉRICA

*projects.*

*\* Business opportunities in local markets with portfolio in Chile, Argentina, Brazil, Panama and Mexico, reaching more than 450MW in different development stages from brown field to fully achieved.*

*\* Knowledge of local markets and relationship with local developers and institutional agents to open and create business opportunities.*

*\* Creation of local teams and liaison with local agents (engineering, finance) and interested agents (suppliers, external developers, local and market authorities, consultants and legal advisors).*

*\* Permissions, licenses and authorization management.*

*\* Orientation to the sale of own projects, in different stages of development. Search and negotiation with clients. Agenda and follow-up.*

*\* Technical edition of bidding documents, contracts, BOM & BOQ, technical coordination of Projects in all stages.*

#### janv. 2009 / janv. 2010 **Account Manager in Communication and Media**

RECURSOS DE MERCADO

*\* National and international clients in various sectors (Consulting, Industry, Medicine).*

*\* Global Press campaigns and integrated communication.*

#### janv. 2008 / janv. 2009 **Head of External Communication**

VIVALIA

*\* Company dedicated to the creation and promotion of film festivals and local cultural events.*

*Communication with the media. Management of events and presentations.*

\* Relationship with local institutions.

janv. 2008 /

ATELIER DE PRENSA

Director of Marketing and Media at Fashion Showroom (team of 3 people).

\* Account planning and management, events.

\* Business development, client mining.

janv. 2007 / janv. 2008

**Consultant**

CCSAGRESSO

2008 Consultant for the implementation of Digital Management in the Central Hospital of Malabo (Equatorial Guinea).

\* Installation and functional consultancy of an ERP of Social Security Public Management and Hospitals.

\* Knowledge of the local functioning of Africa, in relation to local agents, both at an executive and functional level.

\* Business development in other areas (Hospitality, Health, Customs and Ports) for the installation of these systems in other West African countries (Senegal, Cameroon, Nigeria). Relations with international investors in the area.

## DIPLOMES ET FORMATIONS

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/ juin 2000

**Master in Cultural Management (Tourism, Nature)** - BAC+3

Instituto Universitario Fundación Ortega y Gasset (Madrid)

/ juin 1999

**Course of European Communities**

Diplomatic School of Spain

/ juin 1998

**Expert in European Affairs. Legislation and operation of the European Institutions**

CESIM School of Business (Madrid) - Universidad Carlos III.; Culture

/ juin 1996

**Degree in Geography from; Specialty in management of the Historical Urban Heritage**

Universidad Autónoma de Madrid; Università degli Studi di Torino (Italy)

## COMPETENCES

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within multidisciplinary teams, always with, PPA Contracts requirements for, Medicine, ERP, Word, Project, Excel, Visio, CAD, Photoshop, Illustrator, InDesign, Final Cut, Power Point

## COMPETENCES LINGUISTIQUES

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**Anglais**

**Français**

Courant