

PMP-qualified project manager with progressive experience and strong technical acumen in optimising project lifecycle, leading customer-centric solutions delivery, and driving efficiencies across service delivery procedures.

Track record of prioritising and spearheading complex IT/technical projects from design to delivery within agreed timelines and budgetary constraints at highest quality standards. Adept at identifying areas of improvement in existing policies/procedures, assessing/mitigating risks, and executing robust service delivery roadmaps. Instrumental in training, leading, and transitioning cross-functional teams to ensure meticulous project deployment/execution.

- Capable of leading on-site/remotely operating technology teams by performing as project manager for New Zealand company and instilling inclusive culture built on trust, support, and clear communications at all levels of the function.
- Skilled in enhancing information flow company-wide, orchestrating discovery/kick-off meetings, and fostering constructive relationships at varying organisational levels. Bilingual in Spanish (Native) and English (Fluent).

Areas of Expertise

• Project Prioritisation & Delivery • Continuous Process Improvements • Budgeting & Forecasting	• Program Planning & Execution • Technical Change Management • Risk Assessment & Mitigation	• Requirements Gathering/Analysis • Stakeholder Engagement • Organisational Management
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Professional Experience

Harsco Environmental, Las Arenas, Spain
Oracle Project Manager

February/2023 - Present

I led the implementation of Oracle software in Spain with the aim of improving the efficiency and automation of accounting, purchasing, and human resources departments in a multinational company.

Key Accomplishments:

- Identified and understood the needs of internal clients to ensure we meet business requirements and user expectations.
- Collaborated with a multidisciplinary and international team of 7 people in the IT department.
- Designed the Project Plan and tracked progress using Scrum methodologies.
- Organized CRP sessions to validate system functionality in a simulated environment before implementation.
- Develop training materials for more than 300 employees in English and Spanish.
- Supervised implementation and ensured appropriate support for all users.

IBT Stock Investment/Trading Institute, Seville, Spain
Product Manager

July/2021 – Nov/2021

Oversaw development for new B2C cryptocurrency investment course.

Key Accomplishments:

- Improved overall performance by leading cross-functional team/stakeholder communication and leading product development from inception to implementation.
- Directed team of 7 full-time employees to define go-to-market strategies.
- Formulated marketing strategies, achieved 4K clients in the first month of launch, and increased the company's revenue by 10%.
- Launched product to one of most selling products of company during period.
- Obtained return of +120% on investment portfolios.
- Raised closing rate by delivering strategic training to sales department in order.
- Enhanced closing rates by 7% of the sales department.
- Owned control over adapting sales pitches, implementing useful follow up tools/methodology in order to periodical meetings.

Growth Project Manager

Aug/2020 – Nov/2021

Drove core decision-making and led direction for the projects by overseeing business expansion strategies. Rendered expertise in accounting, marketing and sales department while supervising a team of five employees.

Key Accomplishments:

- Attained targeted goals by conducting client proposals and presenting at stakeholder meetings.
- Evaluated future trends and oriented strategies to provide maximum benefits and managed investment fund of 100.000€.

Travco Corporation Ltd., London, UK Business Development Manager

Jan/2019 – Feb/2020

Rendered expertise in account relationships, contract negotiations, sales, pricing, billing, and logistics. Negotiated rates and planned effective marketing strategies by proceeding to Latin America and the Caribbean.

Key Accomplishments:

- Improved operational efficiency by monitoring marketing and sales channels.
- Performed numerous tasks with four main destinations, including Colombia, México, Costa Rica and Panama.
- Increased the production of destinations by 28% compared to last year.

Cryptocurrency Training Center SL, Derio, Spain Project Manager

Feb/2017 – Jan/2019

Evaluated project scope with competitive analysis, customer interviews, and feature requests. Encountered goal deadlines by allocating budget and collaborating with software, marketing, and executive teams.

Key Accomplishments:

- Increased €1.5M in annual revenue by leading the development of investing programs.
- Directed execution of 100+ training events held in main cities of Spain by acting as part of marketing strategy.

Nomative, Bilbao, Spain Co-Founder

Sep/2015 – Feb/2017

Performed as project leader at Kreaktivity Business Innovation Consultant with customers, such as gyms, prisons, and restaurants. Acted as charge from idea till the end of the project, such as communication, sales, marketing, and creating business presentations. Rendered expertise in business strategy, customer acquisition, marketing, and communication. Delivered exceptional performance by engaging with diverse team. Provided reports and budgets on weekly basis by acting as in charge of communication with clients in the Xmast store. Participated actively in sales and creating creative marketing campaigns with influencers.

Key Accomplishments:

- Served as financial leader to contribute 1200€ / rent the m2 to several brands selling products in privileged location for 900€/ and earned 23.000€ of profit in one month.
- Conducted three international events called 'From zero to Success' through short talks focused on entrepreneurship during my trajectory in Nomative.
- Delivered exceptional performance in Bilbao (Spain), Helsinki (Finland), San Francisco (California).
- Directed all areas of events, from pre-planning through event day, and post-event activities.
- Enhanced overall performance by leading team of event planners and assistants, while hiring support staff, caterers, and contract workers as per requirements.
- Increased productivity by +10% in the organization by implementing productivity tools and systems.
- Achieved desired goals by organizing 2 team meetings on weekly basis.

Education

Blockchain & Fintech. Master's degree | IEBS Business School, México

Leadership, Entrepreneurship & Innovation | University of Mondragon, Bilbao

Certificate

Google Project Management Professional Certificate | Coursera Online