

## ALEJANDRO JIMÉNEZ MAIRAL

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Graduate in Business Administration and Management, currently studying Supply Chain Masters to further develop his knowledge and international experience. Pro-active team player with excellent negotiation and communication skills, highly adaptable to changing environments and cultures.

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### EDUCATION

<u>University of Zaragoza, Zaragoza Logistics Center (ZLC), Zaragoza, Spain</u> <b>Master in Supply Chain Management (MDSC) - English</b>	Expected May 2021
<u>University of Zaragoza, Zaragoza, Spain</u> <b>Bachelor in Business Administration and Management</b>	2016 – 2020
<u>University of National and World Economy, Sofia, Bulgaria (Erasmus)</u> <b>Bachelor in Business Administration and Management</b>	2019 – 2020

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### WORK EXPERIENCE

<u>Toyota Material Handling España, Toyota Industries division – Material Handling, Spain</u> <b>Contract Manager</b>	09/2020 – May 2021
<ul style="list-style-type: none"><li>Market Study and strategies development: Segmentation of the market and development of an algorithm and evaluation in order to draft a list of potential clients for the key accounts' managers of the company. Study of situation of TMHES compared with competitors (nationally). Creation of a decalogue and recommendations on how to "attack" new customers and approach each sector of the market. Marketing presentations specific for each client in different sectors.</li></ul>	
<u>Albarán, fertilizer distributor and producer, Zaragoza, Spain</u> <b>Freelance - Negotiator, Translator</b>	09/19 – 09/19
<ul style="list-style-type: none"><li>Carrier of negotiation and translator between companies in search of internationalization. Responsible for the translation, and advisor for the company managers.</li></ul>	

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### ADDITIONAL

- Spanish (Native), English (Proficient (Cambridge Advance English Certification) – C1), French (Intermediate level)
- Microsoft office (Word, Excel, PowerPoint) –Intermediate/Advanced level
- Courses: "Big Data sin misterios" (Provided by EdX (hybrid course of data base management and basic data analytics) (2019)
- Driving license
- Hobbies: individual and team sports, going to the movie theatre, reading (economy mainly) and stock market.