

Daniel Giménez

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Personal Statement

I am a trained engineer with 10 years of experience in sales, operations, and expansion management across five countries of Europe.

I have a passion for project management trends, and my core philosophy is to actively build strong relationships with colleagues and stakeholders, as this is what delivers the best projects outcomes possible.

Personally, I am curious, inquisitive, quick to learn, and social. I am a good listener. In my colleagues, I value communication, honesty and transparency.

I am currently looking for a position within an ethical and dynamic work environment, to build the happiest team possible, as I believe this to be the key to success.

Employment History

Chief Technology Officer in Revaline France and Linareve Spain (Apr 2017 - Currently)

- Co-ordinated with COO, leading IT department and marketing teams to improve sales by 89% in only one year. Improved customer satisfaction, reducing returns by approx. 60%
- Expanding the company to other countries from France into Spain, Germany, Nederland and Italy.
- Lead the program to change all management systems, creating custom software solutions. Restructuring daily tasks to achieve a drastic reduction in operational costs, typically down by 75%. Using JIRA and Microsoft Project.
- Helping with logistics issues
- Created a new global team of diverse professionals to develop innovative solutions to our most persistent IT problems. Produced an innovative IT system, reducing infrastructure costs by 84% annually.

Higher Education Internship Manager in Catalan Department for Education (Jan 2013 - Currently)

- Supervising internship teams at the company: Assign tasks and provide guidance and mentoring during the internship process.
- Technical documentation, tracking and certificate internship progress.
- Ratify companies as an internship company.

Freelance Consultant (Project and Team Management adviser) in University of Bristol (Dec 2018 - Currently)

- I am working closely with a group of Lecturers in [SCEEM](#) and the [Alan Turing Institute](#) in Artificial Intelligence, concretely the Decision Support and Recommender Systems research group.

Project Leader & Account Manager in Alterego (Sep 2016 - Mar 2017)

- Introduced Agile. Developed a custom creative project management strategy suitable for the short turnaround projects faced by the company. The new method is based on SCRUM and Kanban, resulting in a typical of 74% reduction in delivery time. Utilized Atlassian JIRA, SAP, Google services, and more.
- Spearheaded the company with the CEO, to become the top software delivery company in the region.
- Using my passion for project management trends, business acumen and commercial awareness, delivered approximately 150 small projects (e.g. web development, mobile apps, tools, etc.), with a 10-people team.

- Account management and Product Owner: First customer contact, project briefing, management of contract and deliverables, including training on the new tool. Utilised tools: Fenix¹, Google services, Prestashop and Wordpress. Helping customers with e-commerce and marketing strategies.

Expansion Manager / Growth Manager in Ticnova (Sep 2015 – Aug 2016)

- Leader responsible for physical expansion: Increasing the company's presence in new regions in Spain.
- Project management using Ms Project, Ms Excel, Gantt Project, AutoCAD, Ticnova CRM²+ERP³
- Market research, development of sales and growth strategies.
- Lead of construction and refurbishment projects. Negotiation for licenses. Negotiation for shop places, getting competitive prices.
- Recruitment and training of shop managers and their assistants.
- Helping to train company-wide product managers to be competitive with key products. Opening new product ranges.
- Excellent leadership skills and team management demonstrated in all projects, resulted in new shops being successful. Increased sales by 28% in one year.

Support Engineer (Consultant) in Telefonica Spain (Jun 2015 - Aug 2015)

- With expert skills in sales and telecommunications, been responsible for sales and technical questions for companies and customer problems. Using CRM, handling RMAs⁴.
- Main technical worker responsible in the region. (Guru)

Store and Area Manager in Ticnova (Feb 2013 – Feb 2015)

- Launched big retail (+1000m²) operation. Coordinated the region and market research. Broke national sales records from the first month, with hardworking and proactivity. Got used to work under pressure collaborating with the team. Consolidated the business operations across the region.
- Having the confidence of the CEO, led the first year expansion in the region. Responsible for team growth, trained new and diverse range of professionals to develop innovative services inside shops. Used Ticnova CRM, Adobe Photoshop and Gantt Project.

IT Engineer in Catalan Department for Education (Project delivery) (Jan 2013– Apr 2013)

- Completed a project for Catalan Government (Education Sector) - improved the telecommunications infrastructure, implemented a load balancing server. Improved the speed of the network by 120% with no more communications failures. Used Microsoft Project, Gantt Project and BSD (open-source operating system) distribution - PfSense.

Business analysis and Support Engineer in Deutsche Telekom Germany (Oct 2012-Dec 2012)

- With accurate and adaptable work, performed IT Support Manager duties in a 3000 workers campus. Utilized Microsoft technologies (Excel, Windows Server) CISCO and AVAYA.
- Business Analysis: Analysing a national database of internal resources, optimising the IT costs per employee by approximately 5%, using Microsoft Excel.

IT Engineer + Support in Catalan Department for Education (Jan 2012 – Sep 2012)

- Responsible for hardware and software in local networks; implementation of new technologies.
- Technologies: MS Windows Server, Microsoft Office, Excel, Adobe, Linux, CISCO LAN and WAN.

¹ A custom web Content Management System (CMS), property of Alterego.

² Customer Relationship Management (CRM) – a software package

³ Enterprise Resource Planning (ERP)

⁴ A return merchandise authorization (RMA) is a part of the process of returning a product

Project Manager in APP Informatica (Jan 2010 – Oct 2012)

- IT Project Manager, delivered successfully dozens of hardware projects and consultancy projects with Microsoft Project and Gantt Project to improve the infrastructure of a variety of consumers and businesses.

Other non-technical experience: Restaurant Co-owner (3 years).

Languages


English 
C1 Level

French 
B2 Level

Portuguese 
A1 Level (Listen and read understand)

Spanish 
Native

Catalan 
Native

Italian 
A2 Level (Listen and read understand)

Education

Telecommunication Engineering, Telematics (2013-2018) in Universitat Politècnica de Catalunya
Specializing in Business Management and Telematics. Pending Dissertation.

Computer Science Engineering, Business & Information Technology (2014-2018)
Specializing in Business and Information Technology. Pending Dissertation.



Telecommunications Degree (2011 - 2013) in Narcís Monturiol
Telecommunications expert, Computer Science, Electronics, Image & Sound.

Other Certifications

Currently finishing: Agile with Atlassian JIRA Certification (2019)

Digital Marketing

University of Illinois at Urbana-Champaign (2017-2018)



Marketing Analytics

University of Illinois at Urbana-Champaign (2015)

Marketing in a Digital World

University of Illinois at Urbana-Champaign (2015)



Finance and Financial Econometrics

University of Washington (2015)



CCNA (Cisco Certified Network Associate)

CISCO Networking Academy (2012 - 2013)

Business Intelligent & Big Data

Universitat Oberta de Catalunya (2016 - 2018)



Advanced Competitive Strategy

Ludwig-Maximilians-Universität München (LMU) (2015)



Communication in the 21st Century Workplace

University of California, Irvine (2015)



Fundamentals of Management

University of California, Irvine (2015)

The Art of Negotiation

University of California, Irvine (2015)

Successful Negotiation: Essential Strategies and Skills

University of Michigan (2015)

