

MIGUEL GÓMEZ CARBONELL

Miami, Florida, 33127

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PRINCIPAL SKILLS

CRM (Salesforce, HubSpot)
SaaS Savvy
Notion
Sales-cycle management
English-Spanish (bilingual)

SOFT SKILLS

Customer focus
Project Management
Creativity
Work Ethic
High Proactivity
Critical thinking

EDUCATION

University of California Los Angeles (UCLA)

Sep 2016 - Jun 2017

Business Admin. with concentration in Leadership

Universidad Complutense de Madrid

Sep 2012 - Jun 2016

Bachelor in Business

EXPERIENCE

Account Executive, Whistleblower Software

June 23-Present. Madrid

15M€ Series A SaaS compliance, risk management, legal-tech Start-Up.

Portfolio and partnership development from its outset. SDR management. First promoted AE in Spain. Top 1 performer with the highest closing ratio.

Focus: Enterprise, Mid-Market.

73 new logos in 7 months

Account Executive, Yumminn

Sep 22-June 23. Madrid

Seed Series Fintech Start-Up provider of payment solutions and QR-based ordering systems tailored for the hospitality industry.

New business development in Madrid and south Spain for the Company. Accountable for the development of the partnerships program. Full sales-cycle.

Focus: Enterprise, Mid-Market and SMB.

Founder-CEO, Julieta Lemon

Oct 19- Apr 22, Madrid

Established a digital restaurant brand, overseeing a team of 9 individuals.

Secured €230k in funding through two series. Successfully launched two locations, focusing on customer success in delivery-based services. P&L management. Accounting. Investor relations. Business Plan design.

Founded and managed a 600k€ revenue start-up

Account Manager, Dell Technologies

Aug 18-Aug 19. Madrid

Portfolio management. New business growth through direct sales for the Company from scratch. Cold calling. Business hunting. 80% of the revenue generated from outbound. Full sales cycle.

Focus: Mid-Market and SMB.

From 0€ to 1.2M€ revenue in 1 year

Corporate Chef Assistant, Tocaya

Apr 18-Aug 18. Los Angeles

Menu costing, training, help in the overall set ups for new openings, develop BOH Playbook.

3 openings in 5 months

Co-Founder/Sales, Softure Solutions

July 15-March 17 Madrid

Start-up focused on web design, backend and app development. Full sales cycle plus account managing with active and potential clients.