

Sergio Ibanez Blanco

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EDUCATION

LYNN UNIVERSITY

M.B.A. – FINANCIAL VALUATION AND INVESTMENT MANAGEMENT

BOCA RATON, FL

(AUG21/AUG23)

- **Relevant Coursework:** Financial Management, Managerial Accounting, Business Modeling.

UNIVERSITY OF THE BASQUE COUNTRY

MARKETING BACHELOR'S DEGREE

BILBAO, SPAIN

(SEP17/JUN21)

PROFESSIONAL EXPERIENCE

GOOD GREEK MOVING & STORAGE

EL GRECO BRAND AMBASSADOR & PROCUREMENT SPECIALIST

WEST PALM BEACH, FL

(NOV23/PRESENT)

- Spearheaded the development and implementation of El Greco, a specialized division targeting the Hispanic market for Good Greek Moving & Storage.
- Achieved a 15% increase in leads generated for El Greco, resulting in \$60,000 in revenue from leads within 6 months.
- Led negotiations with suppliers to acquire promotional products at competitive prices, optimizing the Welcome Home program for Good Greek Moving & Storage.

ESKINITA SPAIN GOURMET CUISINE

CO-CEO AND FOUNDER

DEERFIELD BEACH, FL

(JAN23/NOV23)

- Built “Eskinita” brand, created a webpage, and managed all the social media, achieving over 450 followers, +6,000 views, 2,300 searches on Google, and 100 5-star reviews.
- Scaled Eskinita’s revenues from \$200 per month to +\$15,000 per month.
- Negotiated with various Spanish importing suppliers to reduce costs to less than 25%.
- Created all the automated processes to quickly serve the entire menu of a Spanish food truck and sell over \$2000 in food in a single day.

ALERT PATROL

ACCOUNTS PAYABLE & PAYROLL SPECIALIST

BOCA RATON, FL

(JAN23/JUL23)

- Processed invoices, reconciled vendor statements, and ensured timely payments using QuickBooks Online.
- Managed payroll successfully through Excel, including calculating and distributing employee paychecks.
- Implemented automated processes to streamline the accounts payable process, resulting in increased efficiency.

ANISE CAPITAL

PRIVATE EQUITY & INVESTOR RELATIONS ANALYST

MIAMI, FL

(AUG22/DEC22)

- Prepared acquisition decks covering market data, underwriting assumptions, and returns to present projects to financial institutions and private investors.
- Managed investor relations through periodic reports, phone calls, emails, and the investor relations platform.
- Performed in-house property management in New York, Cleveland, and South Florida properties.

LEKUBE WINERY

FINANCIAL ANALYST AND MARKETING ASSISTANT

LOGROÑO, SPAIN

(AUG17/JUN20)

- Maintained and improved client relationships, accomplishing growth in sales of 38%.
- Organized multiple events and wine tastings, leading to notoriety and revenues of more than 40,000€.
- Accomplished the underwriting and due diligence on acquisition opportunities of +400,000€ worth of arable lands.

SKILLS, CERTIFICATIONS & INTERESTS

Languages: Spanish, English, and Basque (Full Professional Proficiency).

Computer skills: MS Office (Word, Excel, PowerPoint, and Teams), Zoom, QuickBooks, Canva, Pipedrive, Juniper.

Certifications: SSC Conference commission honorable: GPA 4.0.

Interests: Cultures, Cooking, Traveling, Soccer, Pickleball and Chess.