

Contact

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Top Skills

Fin-Tech

P2P Lending

Crowdfunding

Languages

Español (Native or Bilingual)

Catalán (Native or Bilingual)

Inglés (Professional Working)

Medir Garcia Ramon

Sales Manager en LoanBook Capital - FinTech Startup
Barcelona Area, Spain

Summary

Who am I?

- Graduate in Business Management at Universitat Pompeu Fabra in Barcelona
- Sales Manager in LoanBook Capital
- Passionate about gastronomy and travels
- Handball player since 8 years old
- Constant entrepreneur

What I'm searching for?

- Attractive projects to grow with them
- Occupation where human capital is really valued
- Multitasking Jobs where I can learn about problems of each area
- Learning by doing

My purpose:

Find an ambitious project to grow with him, giving all my best every day.

What I offer?

- Degree in administration and business management⇒ Deep knowledge on business and economics, in different areas such as Strategy, Marketing, Finance, Accounting...
- Half of degree in English, voluntarily chosen ⇒ Good management of the most important language in the world, spirit of excellence, highly adaptable and perseverance at work.
- Participating in various events related to entrepreneurship⇒ Huge interest in innovation and entrepreneurship and constant curiosity, desire to learn and improve every day, exploring new business opportunities.
- Handball player since age 8⇒ Ability to teamwork, high motivation and leadership (2nd captain at Lloret Handball Club), effort, perseverance, empathy towards people around and tremendous ambition.

- Proven work experience in various fields⇒ Efficient, operative, risk and criticism tolerant, flexible, and sociable, in addition to technical skills learned at each job.

Experience

Lendmarket

Marketing Manager & Operations

November 2019 - Present

Barcelona y alrededores, España

Lendmarket es la primera plataforma de mercado secundario de deuda corporativa, que pone en contacto a inversores con originadores de deuda que ofrecen participaciones de fondos de Direct Lending o de préstamos en plataformas de Crowdlending.

Nuestro objetivo es dar acceso a los inversores al mercado de deuda corporativa, hasta ahora sólo accesible a clientes institucionales y Family Offices, ofreciendo una gran diversificación en préstamos de alta calidad, con una excelente relación rentabilidad-riesgo.

LoanBook Capital

Sales Manager

October 2014 - April 2019 (4 years 7 months)

Barcelona y alrededores, España

Development functions within the sales department. Monitoring of the entire sales process, from the initial stages of origination leads or contacts to further processing as clients, both investors and SME's. Analysis of financial statements and tax documents.

Achieve a 425% growth per year in lending, becoming the leader marketplace platform in Spain with more than 40M€ transacted.

everis

10 months

Project Technician - BPO Banking

July 2014 - October 2014 (4 months)

Barcelona

Settlement of Domestic Fixed Income. Safekeeping of securities, controlling crossing properly on the market (IBERCLEAR). Make claims to the counterparties (national and international, as BNPP, DEUTSCHE BANK, SANTANDER, MORGAN STANLEY...), to verify the instructions informed.

Publishing financial transactions in Barcelona Stock Exchange (Borsa de Barcelona). Documentation of tasks and training for new team members.

BPO internship in Banking

January 2014 - June 2014 (6 months)

Internship in BPO department, working by one of the top 3 banks in Spain. Responsible of enlist financial products to the system (both equity and debt securities) with the purpose of being available for clients, and also the corresponding modifications to maintain them updated. Coordinate the proper accounting between invoices of both companies. Learning about how operations in financial markets work: custodian banks (mainly BONY and CITIBANK).

3G Consultors PLAMIBO S.L.

Accounting Internship

July 2012 - August 2012 (2 months)

Lloret de Mar

Keep accounting records of some microenterprises. Take care about invoices and pass them on computer, learning to use specific programs as "CONTA 3" (similar to "Contaplus"). Apply university accounting learning into real live.

"Distribuidora de Serveis Cel·lulars" (DISERCEL S.L.)

Sales/logistic Internship

July 2010 - August 2010 (2 months)

Lloret de Mar

Telecommunications store affiliated to VODAFONE SPAIN S.A.

Multiple tasks: Customer service; selling contract lines and prepay mobile phones, warehouse and logistic; storing devices that come from the supplier, and data management; classifying contracts and passing them to computer.

Education

Universitat Pompeu Fabra

Bachelor in Business Administration (B.B.A.) · (2010 - 2014)

C.C.E.Montessori Palau

High School Degree, Social Sciences · (2008 - 2010)