



## ABOUT ME:

I enjoy roles that challenge me. I'm open to learn new things, I have had experience in very different areas and I'm always open to new experiences. I don't like to stagnate, I believe I'm really passionate and that consistency and versatility are key to achieve general and self-development. As you can see, I've done a little bit of everything and it's all made me the hard worker I am today. As a plus, very responsible and friendly!

## CONTACT DETAILS:

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Guayaquil, Ecuador

## EDUCATION

### Universidad Catolica Santiago de Guayaquil

Lawyer (Dec 2022)

- 2020 Honor Roll with an average of 9.75/10

### Liceo Los Andes

Bachelor

## SKILLS

- Microsoft Excell
- Power Bi (Basic)
- Data Studio (Basic)
- Monday
- Slack
- Kibana (Basic)
- Similar Web
- Affilitizer
- Tag Assistant Legacy (By Google)
- ClickUp

# IBELIZA VERA

## SENIOR ACCOUNT MANAGER

### WORK EXPERIENCE

#### Project Manager

No Limits Creatives - Napkin Ecuador  
March 2023- Present

- Holding Sales Meetings with clients
- Quality Assurance
- Holding Client Satisfaction Meetings

#### Senior Account Manager

Tredia Solutions SL  
October 2021 - February 2023

- Broad experience in Account Management with portfolios over +200 clients
- Maintaining a close relationship with clients and understanding their needs and objectives.
- Identifying additional sales opportunities and maximizing the value of the client portfolio.
- Developing and implementing account plans
- Ensuring that clients receive exceptional customer service by responding to their inquiries in a timely and professional manner and addressing any issues that may arise
- Collaborating with internal teams, such as sales, marketing, and customer support, to ensure that the company is delivering value to the client.

#### New Business Intern

Tredia Solutions SL  
August 2021 - October 2021

- Scouting in different networks
- Campaign Implementation
- Sales reporting

#### Talent & Admin Intern

Just Click Media  
January 2021 - August 2021

- Personnel management
- Recruiting
- Project management for the hiring of 100 developers (in 3 months)
- Collaboration in the creation of a digital community for developers in my hometown
- Career development analysis of employees

#### Paralegal

CONSULEGIS S.A.  
May 2019 - January 2021

- Drafting of lawsuits and follow-up of cases (specifically labor, corporate, tax and customs cases)
- Company formation
- Due Dilligence
- Trademark registration
- Follow-up of criminal cases