

Sánchez Alejandro



Profile.

I am a data and tech-driven person who enjoys working in challenging environments. One of my greatest strengths as a solution-provider is the ability to use the resources provided to me to help optimize efficiency across the entire value chain, create excellent customer experiences. My experience has given me insights that can be used to inspire improvement and motivate people, which is what I intend to bring to your team.

Professional experience.

Insurello (InsurTech) | Business Analyst

Jan. 2022 - Apr. 2022

- Analyzed and provided actionable insights into Insurello's business KPIs and market-specific metrics by preparing reports and data visualization and identifying trends, anomalies, and opportunities.
- Identified and developed additional business performance metrics while working closely with internal stakeholders and contributed to process optimization.

AIG (Insurance) | Nordics Operations Specialist

Dec. 2017 - Sep. 2021

- Increased team's efficiency by 50% through automation while controlling and performing more than 30 operational and financial processes and removing the existing backlog.
- Provided essential claims operational metrics and presentations to C-Level Management on a weekly basis.
- Reduced 20% human error in Nordics Claims Departments by creating and conducting training, mentoring and instructing new skills for multinational teams.
- Contributed to other departments' projects, such as marketing material design and process optimization.

BrandBastion (SaaS Startup) | Business Developer

Fixed 3 months project in 2017

- Identified 300+ potential new prospects and expanded connections with qualified leads in the LATAM region and Spain through email marketing campaigns in Hubspot, activity reports, and sales forecasts.

Travel Brokers (MICE) | Project Manager

Jun. 2007 - Oct. 2016

Image and Design. Increased client base by 10+ new accounts by designing and developing corporate websites and marketing materials for multi-channel communication campaigns.

Quality Management System. Achieved ISO 9001 certification and its annual renewal for four consecutive years by streamlining all processes and applying continuous improvement techniques.

Event Operations. Obtained full IATA accreditation resulting in increased customer service and operational autonomy and managed event organization, from start to finish in a demanding fast-paced environment.

Administration and Finance. Created and updated administration system, AR, AP, and financial reports.

Career highlights.

- **AIG.** Saved 50+ monthly hours in different departments by proactively identifying and automating processes.
- **Travel Brokers.** As a result of my efforts, the company's competitiveness improved worldwide.
- **Travel Brokers.** Redesigned company's brand identity and marketing materials to bring T.B. up to date.

Core strengths.

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|---------------|--------------|--------------|---------------|---------------|
| ✓ Resourceful | ✓ Analytical | ✓ Innovative | ✓ Trustworthy | ✓ Data-driven |
| ✓ Empathetic | ✓ Energetic | ✓ Insightful | ✓ Motivated | ✓ Decisive |

Education.

ESIC Business & Marketing School. Graduated with honors in Business Administration and Marketing while obtaining several academic awards and distinctions. 🏆

Skills.



SQL

