

David Miranda

Dic. 1999-Oct. 2005
(5 años y 10 meses)

Exel – Compañía líder mundial en supply chain management

Sector: Logística Países: 135
Facturación: +10.000 M Euro Empleados: +111.000

Barcelona
Madrid
Valencia
Shanghai
Miami

Director Desarrollo Negocio – España (Oct 2004-Dic 2005)

- Desarrollar y gestionar las ventas nacionales a través de un equipo de 9 personas. Facturación 2005: 20 M Euro
- Asesorar a los clientes en la definición de la estrategia de supply chain que de soporte a la estrategia global del negocio,
- Diseño conceptual, diseño detallado y planes de implementación de procesos que ayuden a establecer la función supply chain más adecuada
- Establecer relaciones locales con cuentas globales de la compañía tales como Sony, Hewlett Packard, Boehringer Ingelheim, Roche, ...
- Contacto en España para proyectos internacionales para empresas de los sectores healthcare, automoción y tecnología.
- Miembro de proyectos internacionales de desarrollo interno (plataforma de business intelligence, ventas efectivas,...)
- Experiencia internacional en Shanghai (Enero-Mayo 2005), con responsabilidad sobre el desarrollo de relaciones comerciales con empresas que tienen necesidades logísticas en España.

Responsable Comercial – Zona Este (Abr 2001-Oct 2004)

- Desarrollar y gestionar las ventas en la zona de Cataluña, Baleares, Aragón y Valencia a través de un equipo de 4 personas. Dirección, planificación y motivación del equipo.
- Asesorar a los clientes en la definición de la estrategia de supply chain que de soporte a la estrategia global del negocio,
- Experiencia internacional en Miami (Julio 2001)

Cataluña
Aragón
Valencia

Coordinador Ventas – Cataluña (Dic 1999- Abr 2001)

- Coordinar y prestar apoyo interno a un equipo comercial de 4 personas
- Atención telefónica a los clientes, concertación de visitas, realización de ofertas y gestión permanente con las oficinas fuera de España.

Cataluña

Mar. 1997-Dic. 1999
(2 años y 9 meses)

Vapores Suardíaz – Compañía naviera, agente y broker

Sector: Logística Países: 2
Facturación: +100 M Euro Empleados: + 1.000

Barcelona

Responsable de Marketing

- Desarrollar un departamento de marketing reportando a dirección general
- Realizar análisis e investigaciones de mercado para evaluar potenciales líneas de negocio
- Preparar planes de marketing, establecer planes de ventas y líneas de actuación comercial
- Diseñar y realizar presentaciones en público

Idiomas

Español: Nativo Catalán: Nativo Inglés: Fluido
Francés: Intermedio Mandarín: Básico

Personal

Nacionalidad: Española Edad: 34 Estado civil: Casado, 1 hija
Fortalezas: Perseverancia, organizado, analítico, liderazgo

David Miranda



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Carreer Goals

General Management
Sales and Marketing
Supply Chain Management

Education

2003-2005	MBA – Master in Business Administration, Part-Time ESADE Business School	Barcelona
	CEIBS (China Europe International Business School) Exchange program– January to May 2005	Shanghai
1999-2002	Licenciatura en Administración y Dirección de Empresas Universitat Oberta de Catalunya (UOC)	Barcelona
1994-1997	Diplomatura en Ciencias Empresariales Escola Universitaria de Negocis Caixa de Terrassa (EUNCET) centre attached to Universitat Politecnica de Catalunya (UPC) Bachelor in Business Administration University of Wales (double degree)	Barcelona

Experience

Oct. 2005-Present (3 years, 6 months)	DHL Global Forwarding (former Exel) – After the acquisition of Exel, DHL became the global nbr^o 1 in logistics Sector: Logistics Countries: +170 Turnover: +18.000 M Euro Employees: +148.000	Spain Portugal China Hong Kong Taiwan India Japan Korea
	Development Director Asia-Pacific – Spain and Portugal	
	<ul style="list-style-type: none">Member of the integration committee, made up of top managers of DHL and Exel, created with the aim to design and lead the integration process of the two organizations.Sales responsible in Spain and Portugal for the strategy and business turnover with the countries in Asia-Pacific area. This area is key and the main growth source for the company. Turnover 2006: 50 M EuroOrganize commercial and representation missions to the countries in the area to develop new business, expand existing accounts and negotiate action plans with offices abroad.Develop and manage sales through a local team of 28 people in 14 offices and a network of 18 main contacts in 18 countries in Asia-Pacific areaAssisting customers in defining supply chain strategies that supports the global business strategyConceptual designs, detailed designs and process implementation plans that help to establish the most suitable supply chain function	

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Dec. 1999-Oct. 2005
(5 years, 10 months)

Exel – World leader in supply chain management
Sector: Logistics **Countries: 135**
Turnover: +10.000 M Euro **Employees: +111.000**

Barcelona
Madrid
Valencia
Shanghai
Miami

Business Development Director – Spain (Oct 2004-Dec 2005)

- Developing and managing national sales through a 9 people team. Turnover 2005: 20 M Euro
- Assisting customers in defining supply chain strategies that supports the global business strategy
- Conceptual designs, detailed designs and process implementation plans that help to establish the most suitable supply chain function
- Establishing local business relationships with company's global accounts such as Sony, Hewlett Packard, Boehringer Ingelheim, Roche, ...
- Country contact for international projects for customers in the healthcare, automotive and technology sector
- Member of international internal projects (business intelligence platform, effective selling program...)
- International experience in Shanghai (January-May 2005), with responsibility over the development of commercial relationships with companies that have logistic needs in Spain

Sales Executive –Eastern Spain (Apr 2001-Oct 2004)

- Develop and manage sales activity in an area comprising Catalonia, Balearic Islands, Aragon and Valencia through a 4 salespeople. Team management, planning and motivation.
- Assisting customers in defining supply chain strategies that supports the global business strategy
- International experience in Miami (July 2001)

Catalonia
Aragon
Valencia

Sales Coordinator – Catalonia (Dec 1999- Abr 2001)

- Coordinate and provide internal support to a sales team of 4 people
- Customer service, scheduling sales appointments, sales quotations and coordination with group offices outside Spain.

Catalonia

Mar. 1997-Dec. 1999
(2 years, 9 months)

Vapores Suardiaz – Shipowner, agent and broker
Sector: Logistics **Countries: 2**
Turnover: +100 M Euro **Employees: + 1.000**

Barcelona

Marketing Manager

- Develop a marketing department reporting to managing director
- Do analysis and market research to evaluate potential business lanes
- Prepare marketing plans, establish sales plans and commercial guidelines
- Design and perform public presentations

Languages

Spanish: Native Catalan: Native English: Fluent
French: Intermediate Mandarin: Basic

Personal

Nationality: Spanish Age: 34 Marital Status: Married, 1 daughter
Strengths: Perseverance, organized, analytical, leadership