



Ginelle Doubek

Website Developer



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Nussbaumen AG, Switzerland

With over 18 years of experience in business development, sales, and data management. I have developed a strong skill set in account management, client relationship, and strategic planning. In 2023, I discovered a passion for coding and web development. I have completed various online courses and bootcamp for women. This experience ignited my desire to learn and grow in this field. Over the past two years, I've honed my skills in HTML, CSS and Javascript. As an aspiring Front-End Web Developer, committed to creating dynamic and responsive websites, I believe with my extensive professional background, optimism, drive and commitment to success this will allow me to excel and compete in the IT industry.

Education

- **2024 - current**
Web Developing Bootcamp
SheCodes - www.shecodes.io
- **2022 - 2023**
Prof. Certificate in Data Analytics
Simplilearn - University of Purdue
- **2009 - 2011**
MS Business Management
University of Philippines, Los Baños
- **2017 - 2022**
BS Agricultural Economics
University of Philippines, Los Baños

Skills

- Dedication
- Commitment
- Innovation
- Negotiation
- Organization
- Presentation
- Problem Solver
- Teamwork

Work & Experience

Lorem ipsum

Congress Coordinator

- >Mainly responsible Abstract Programme at the annual Congress
- >Managed and consolidated submitted abstracts
- >Coordinated evaluation with Abstract Chairs, Reviewers and liaised with authors and submitters
- >Set up the M-anage system for abstract submission
- >Performed various tasks to ensure the success of the yearly Congress

Business Development & Acquisition Manager

- >Responsible for the sales activities, prospecting and acquiring Accounts
- >Coordinated with the CEO on business development and revenue stream activities
- >Collected and analyzed data for presentations to stakeholders
- >Attended international travel trade exhibitions, road shows, and workshops as needed

Global Sales Manager

- >Led key sales activities, increasing market penetration and revenue for Middle East & Europe market.
- >Managed team's sales production, data analysis, and presentations
- >Innovated account database and sales log maintenance.
- >Coordinated business relationships and maintaining strong customer relationships to influence decisions.

2020 - 2023

*EULAR - European Alliance of Associations for Rheumatology
Zurich, Switzerland*

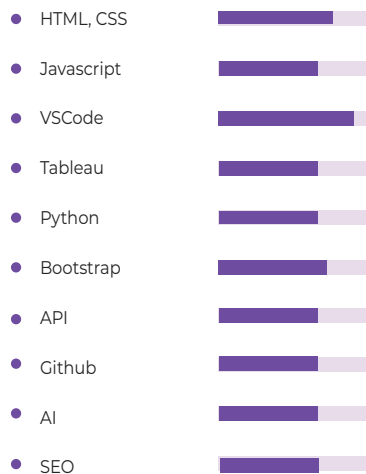
2018 - 2020

*Claviger Middle East
Dubai & Switzerland*

2012 - 2018

*Starwood International
Dubai, UAE*

Expertise



Work & Experience

Regional Sales Controller

- >Ensured transparency in regional trade spend, expenses, assets, and funds using monitoring tools
- >Trained and coached Sales Managers on selling and trading techniques
- >Conducted trade checks and audits to verify account claims
- >Implemented measures to improve accounts receivable and market returns

Sales and Marketing Manager

- >Managed operational, management, and marketing aspects of assigned accounts
- >Streamlined inventory management to minimize stockouts
- >Identified business-building activities and merchandising innovations
- >Maintained relationships with key trade partners and planned business activities
- >Pioneered the setup of all distributors

2014 - 2016

Nestle

Manila, Philippines

2007 - 2009

Unilever

Manila, Philippines

Languages



Filipino



English



German

Hobbies



Cycling



Tennis



Ski



Fitness



Travel



Yoga

References

Florian Klett

Manager Academic Platforms

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Zurich, Switzerland

Rene Camilleri

Consultant

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Lidia Wendt

Business Operations Coordinator

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Julien Bonafous

CCO

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