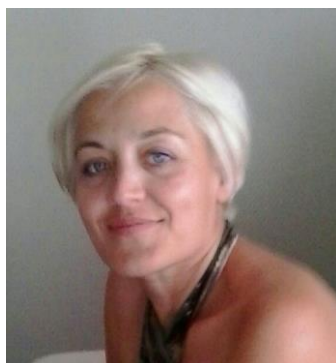


PERSONAL INFORMATION

Lucía León Berenguer



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 Skype [lucia.leon.b](https://www.skype.com/people/lucia.leon.b)

 eCommerce <https://www.boutike.es/>

 Blog <https://www.boutike.es/blog/>

 [lucia-leon-EU-AIIP](https://www.linkedin.com/company/lucia-leon-EU-AIIP)

Budget and financial specialist in International Environments

Degree in Sociology, with over 15 years of experience as a manager developing projects at international level in companies in the financial, marketing and IT fields. I have performed tasks in the area of HR, training and managing goal-oriented teams. Expertise in European Union Patents and Trademarks, as well as Intellectual Property, specifically in Artificial Intelligence IP, software, domains and video games.

I am currently coordinating web development and online positioning SEO (Search Engine Optimization) projects for a company located in the Digital District of Alicante, close to EUIPO. I am thrilled about the European Project! Linked to both European and international agencies and institutions: European Commission, SRB, EUIPO, EPO, United Nations. I have a high level of English and German and knowledge of Norwegian, which allows me to communicate fluently in multicultural environments. Receptive to change because I firmly believe that it is through change that incredible opportunities arise to shape our careers and build our personality. Sharpness and wit. Motivating and positive. Resilience, leadership, responsibility and orientation towards quality results.

I am an active person willing to take on new challenges; geographical mobility is an incentive for me.

PROFESSIONAL PROFILE

WORK EXPERIENCE

March 2018-
Currently

Project management coordinator (budget, financial and organizational areas)
Mar Soluciones 2015, S.L (Digital District Alicante).

January 2019-
Currently

HR assistant (Secretary's Office, Talent Recruitment support)
Mar Soluciones 2015, S.L (Digital District Alicante)

July 2002 –
November 2016

Manager (from May 2005 to November 2016)
Banco Popular Español, S.L (www.bancosantander.es)

Budget controller: monitor budget execution; cost charging; support project development; document and improve processes

Team management: organization, planning and supervision of tasks; team management and training.

Resolution: decision making on department organization, staff, credit approval, daily customer care, strategy and methods of work aiming at results.

Reports: financial reports on the staff, budgets for and of customers, reports for the company management on the follow-up of established strategies and results, risk analysis.

Commercial management: knowledge and offering of various products and services, design of commercial campaigns, supervision and follow-up of the current commercial processes, direct sale, institutional sale.

Management of non-resident accounts: attracting international business for companies as well as individuals, extension of credit. All in a multicultural environment.

EDUCATION AND TRAINING

- **Currently: WIPO:** Intellectual Property General Course
- **October 2020: WIPO** (World Intellectual Property Organization) **Using Patent Information certificate**
- **July-August 2020: Virtual Assistant Developer Certificate (Chat bot with Artificial Intelligence)-Kore.ai University**
- **April-June 2020: Digital Marketing and Social Networks Certificate Course- UDIMA** (Madrid Distance Learning University)
- **October- February 2019: EUIPO Academy Learning Portal: “RCD in a Nutshell 2019” / “(EUTM) European Union TradeMark in a Nutshell 2019” / Programme Management Basics**
- **January-May 18: Translation for International Organisms Course: English-Deutsch-Spanish**
- **Cálamo & Cran** (Madrid, Spain)
- **June 2017: Training: Selection process for SRB (Single Resolution Board) Brussels**
- **May-October 17: The Go2Work project-The National Plan of Coworking Spaces: EOI-INDUSTRIAL OFFICIAL SCHOOL**
- **Oct 98-April 99: MUP** (University Marter’s Degree in Teacher Training for Compulsory Secondary Education, Vocational Training and Language Teaching)-University of Alicante (Alicante, Spain)
- **Sept 94-Sept 98: Degree in Sociology, Marketing and Advertising - University of Alicante** (Alicante, Spain)

PERSONAL SKILLS LANGUAGES

Mother tongue Other languages	Spanish		SPEAKING		WRITING
	UNDERSTANDING		Spoken interaction	Spoken production	
	Listening	Reading			
German	C1	C1	C1	C1	C1
English	C2	C2	C2	C2	C2
Scandinavian	A2	A2	A2	A2	A2

- Communication skills**
- Multilingual communication skills at all levels. These skills are part of my experience as a manager and the development of commercial tasks at the above-mentioned different positions.
 - Sharpness and inventiveness. Coaching my team motivation and positivism.
 - High level of discretion and ability to deal with confidential issues.
- Organisational / managerial skills**
- Leadership: managing and organizing teams towards results (responsible of teams at my last position as a manager)
 - High level of responsibility and ability to take decisions and show initiative.
 - Ability to prioritize the major tasks, work in a flexible way and organize the work.
- Job-related skills**
- **Quality and results:** development of systematic project processes (manager of the areas and departments in a big company)
 - Developing and improving personal skills, knowledge of the company and its environment.
 - Commitment to training other people and exchanging knowledge
 - Resilience: successful work under pressure, flexibility and adaptation to changing working environments; encouraging other people to work in the same way.
- Digital Competence**
- OfficeSuite: Word, Excel, Access, Power Point, Outlook
 - SAP
 - Word Press (WooCommerce)
 - PRINCE2
 - Dropbox
 - Edge, Chrome
 - SecuritySuit: ESET NOD32
 - **Social Networks:** LinkedIn, Internet, mailing, Skype, chat, forum, blogs, wiki.
 - **Educational Platform online** (AVE- Cervantes Institute)
 - **Data processing** (300p)
- Driving licence** B1. I have my own car.

ADDITIONAL INFORMATION

- **EUIPO: Attending IP Course for Paralegals 21 th-23 th October 2020**
- **EUvsVIRUS: Volunteer as a “New Business Models Developer” 15-26 April 2020 (European Commission)**
- **EUIPO: Attending International conference: “TradeMarks and Geographical indications: Future Perspectives” 3 th-4th October 2018**
- **EUIPO: Attending International conference: “IPSDM 2018 Conference” 23 th-24th October 2018**
- **Member or GRUR (The German Association for the Protection of Intellectual Property)**
- **Member of the Swedish Commerce Chamber**
- **Member of the Norwegian Commerce Chamber**
- **Member of AECC (Spanish Association against cancer)**
- **Professional channel in Youtube: <https://youtu.be/HqCaaKr-yB4>**
- **Availability: International**

ANNEXES

- Documents attached: titles, certificates and further information will be provided if required.
- Availability to travel
- References available if required in the interview.