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FRANCISCO CARRILLO

PROFESSIONAL EXPERIENCE

Started my professional career in entertainment industry, after that, I have always looked to work on challenging and creative industries. Currently, I have experience handling Luxury segment clients.

Firmenich is global B2B company. The industry demand us a deep understanding of our clients, as we are immersed on their product development.

Hanneder & Maul Group (Guatemeque) is an event boutique-agency with a "never say no to a client" policy, where we always worked with high agility and adapting us to each client rhythm and finding solutions for every requirement.

This level of client intimacy, as well as working with a multidisciplinary team, have shown me the power of achieving goals through sharing ideas.

COMPUTER SKILLS

Excel	<div><div></div></div>
PowerPoint	<div><div></div></div>
MS CRM	<div><div></div></div>
SAP BI	<div><div></div></div>
Photoshop	<div><div></div></div>
Premiere Pro	<div><div></div></div>

LANGUAGES

Spanish	<div><div></div></div>
English	<div><div></div></div>

EDUCATION

2015 Mexico City	Licenciatura en Marketing <i>Universidad Del Valle de México</i>
2019 Minneapolis	Bachelor in Business Administration <i>Walden University</i>
2018 Mexico City	Project Management <i>VIRAK</i>
2017 Mexico City	Music Business <i>Grupo Sicario</i>

From Aug/2019
Nov/2019
(Mexico City)

Hanneder & Maul Group

Sr. Account Manager

Key point of contact for client-agency collaboration. Lead brand's experiences. Identify and execute new business opportunities. Handle creative and financial processes. Supervise accounts, budgets and quotations. Follow up sponsorships

From Aug/2017
Jul/2019
(Mexico City)

FIRMENICH

Project Manager

Develop high level of intimacy with key customers. Responsible for promoting and selling fragrances for Luxury market. Client business review & strategy meetings to identify business needs. Input business planning for retail targets, promotional and launch activities. Coordinate a multidisciplinary team to meet client's brief. Coach and develop Commercial Assistants

From Nov/2015
Jul/2017
(Mexico City)

FIRMENICH

Commercial Assistant

Support managing accounts. Build and maintain relationships internally with account teams/creation/labs and externally with the customer. Prepare and organize client meetings. Create and maintain products portfolio, introductions and discontinuations. Monitor sales performance for respective territory and segments. Keep track of client request.

From Nov/2014
Nov/2015
(Mexico City)

FIRMENICH

Marketing Assistant

Create concepts for new products development. Analyze market white spaces and client's strategies. Leverage marketplace knowledge to position for new business opportunities. Manage customer portfolios and market samples. Participate and work on special projects as needed

From Mar/2013
Mar/2014
(Mexico City)

MIND PRODUCCIONES

Marketing/PR

Creation of marketing strategies and managing relationship with brands. Execution of concert campaigns. Provide advice and assistance in talent selection. Manage and negotiate talent booking. Build relationship and value with media.