



EDU Megías

Business & IT Specialist



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<https://tabsoft.co/2M9y5cS>

Profile

Dynamic, results-oriented problem solver and able to handle challenges, with proven history of increased productivity in IT & Business Projects. Strong interpersonal skills and positive work ethic.

Experience

Nunsys – Audiovisual Area Manager (Sep 2015 - May 2018)

Nunsys, a global IT company growing 25% last 7 years decided to create te Audiovisual department. My goal was to recruit sector professional people to create the new department and push it to the top in Spain AV market.

Creation of the new Audiovisual department in the company. First year we arrived to break-even point and the second year we had 35% benefits positioning Nunsys as a national AV player.

Padelstat – CEO & CoFounder (Aug 2012 – now)

A new personal project involving Sport, IT and Statistics to create the first statistics worldwide platform for Padel sport. Leading the new company to app tecnologia, online marketing, investors, partners and other interesting stuff.

Padelstat, first company in Padel history showing on TV official statistics of the most important Professional Padel Circuit Worldwide, World Padel Tour 2014 & 2015.

emr iConsulting – CEO & Founder (Nov 2010 – now)

With my personal and professional background I decided to create emr iConsulting, with the aim of providing a reputable and efficient consultancy in IT & Business. My first international project takes me to Argentina for 2 years, to open the market for the IT Spanish company Xstream.

Helping our first customer, a Spanish software company, to penetrate the Argentinian market. We accomplished it in less than a year and have a forecast of 6 million dollars for the next two years. Nowadays working for Teleco , industrial company to adapt it strategically to the future and new markets.

Vitelsa – Audiovisual Region Manager (May 2004 – Nov 2009)

Vitelsa, a medium-sized business with 120 employees, entrusts me with the task of pulling a district branch out of the red. I develop skills in building and motivating teams, negotiating with customers and suppliers, and the management of large projects.

Increased sales 30% and penetrated new market areas. Maintained a high level of customer satisfaction. Created a focus-oriented team to accomplish the budget objectives.

MundiScan – Commercial & Marketing Manager (Jan 1999 – Dec 2003)

My first notable work experience was in a start-up IT company, where I begin to understand how the business world works and to develop skills in project management, human resources and negotiation with distributors and customers.

Directed analysis for optimum market-entry strategy. Maintained a high level of customer satisfaction. Started large accounts to promote 40% growth rate within division.

Education

Technical Engineering in Computer Science

Universitat Jaume I - Castellón

Master in Marketing & Commercial Management (GESCO)

ESIC Business School – Valencia

General Management Program (PDD)

IESE Business School – Valencia

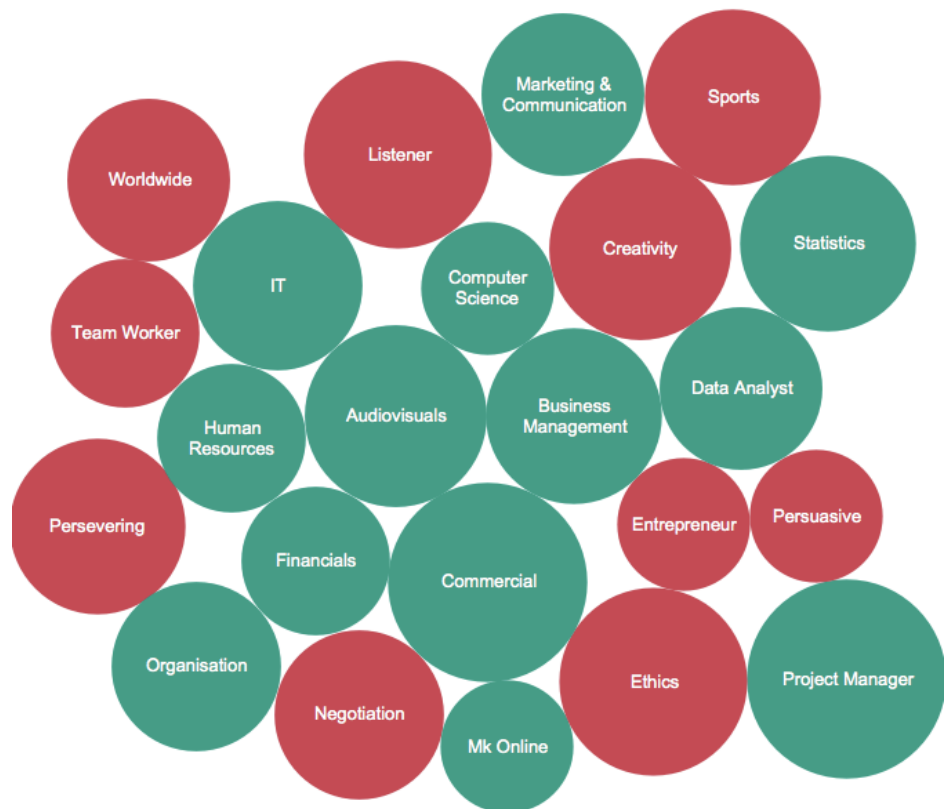
European Financial Advisor

CCOO COMFIA – Online

Big Data for Better Performance

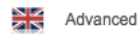
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Professional & Personal Skills



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Language



Speaker

Universidad de Alicante, CIPFP Institute Mislata

Hobbies

Sports, reading, travelling, climbing