

NICOLAS HERNÁN MORBIDONI

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Date of Birth: May 23rd, 1990 - DNI 35.227.155.

EDUCATION

Bachelor's Degree in Foreign Trade | UCES
2014 – PRESENT

Graphic Designer | Universidad de Palermo
2008 – 2010
Studies interrupted

High School Graduate | Escuela Argentina General Belgrano
2003 – 2007

WORK EXPERIENCE

Project Control Services Analyst – Commercial PMO | ACCENTURE S.R.L.
JUN.2017 – PRESENT

Analyst assigned to a Life Sciences (labs) portfolio ('Applied Life Science Solutions') under the 'Products' operating group, mostly within the 'North America Northeast' client service group. *(Interaction with around ~15 onshore and offshore colleagues located in US, Europe, India and Philippines).*

- Opportunity Management end-to-end process: in charge of creating (formerly) and supporting the lifecycle of sales opportunities within the portfolio since the proposal, including the opportunity stage progress, its financial details, sales team composition and pricing aligments, until it gets closed as 'Won', 'Lost' or 'Withdrawn'.
- Pricing process (formerly supported): different pricings confection through the pricing tools and platforms, according to the Project Managers / Account Managers planification and their forecasted assignment of resources to provide the work/software/studies that they are trying to sell.
- Booking process: upon receiving each fully executed contract related to an opportunity within the pipeline, work as described above as to ultimately submit the record to the Client Financial Management (CFM) team to ensure it gets effectively booked in SAP and recognized on the company records.
- Additional coverage to a Contracts Management role: 'Records Lead' for the portfolio.
- Diverse report creation through internal tools: management and distribution based on the client's needs on a daily, weekly, bi-weekly and monthly basis.
- Daily and monthly ad hoc tasks and requests management.
- Perodical contributions to the improvement of all supported proceses.
- English classes multi-location coordinator and SME for colleagues within PCS.
- Frequent usage of: MS Teams, One Drive, One Note, SharePoint, Outlook, Skype for Business, MS Excel & Power Point.

BackOffice Analyst | MVA TRADING S.A.
JUN.2016 – FEB.2017

Main analyst in charge of the reception, control, management, analysis and follow up of new business accounts for Itaú bank ('VIP Negocios' segment).

- General reporting and metrics measurement.
- Communication with the internal and external client
- Physical files and records tracking and delivery coordination to the client.

Trade Marketing Analyst for Club LA NACIÓN | COVEDISA S.A.
MAY.2015 – NOV.2015

Analyst handling the activation process of new brands (partners) with specific benefits, offers and discounts.

- First contact and approach with the new partner brands.
- Follow up throughout the entire activation process.
- Provide coverage and support to the partners during the benefit program term.
- Regular visits to the partners' stores to ensure a quality process.

PREVIOUS POSITIONS:

Partner and Establishments Client Support for AGRUPATE E-Commerce | COVEDISA S.A.
DEC.2013 – MAY.2015
General support, responsible for providing solutions to the business partners and benefit providers.

Customer Support for AGRUPATE (E-Commerce) | COVEDISA S.A.
MAY.2012 – DEC.2013
General support by phone or email, responsible for providing solutions to achieve customer satisfaction.

Sales Support Desk for Sprint project | TELETECH S.A.
OCT.2009 – NOV.2011
Sales support representative for Sprint project. Inbound and outbound calls to and from US and Puerto Rico. Deposit collection for new lines or equipments and prevention of identity theft and fraud.

LANGUAGES

- ✓ **SPANISH: NATIVE.**
- ✓ **ENGLISH: ADVANCED: WRITING, READING, LISTENING AND SPEAKING (FLUENTLY)**
  C.A.E. (Certificate in Advanced English) | University of Cambridge (2008)
  F.C.E. (First Certificate in English) | University of Cambridge (2006)
  P.E.T. (Preliminary English Test) | University of Cambridge (2004)
- ✓ **FRENCH: BASIC.**
  DELF (Diplôme d' Etudes de Langue Française) Niveaux A1, A2, B1 | Ministère de l'Éducation nationale - République Française (2005. 2006. 2007)

GENERAL ABILITIES AND STRENGHTS

- Organized and dedicated
- Team player
- Challenge taker
- Results driven
- Fast learner
- English fluid conversations
- Motivation
- Attention to the detail
- Focused
- Versatile

GALLUP STRENGHTS (POST ASSESMENT)

1. MAXIMIZER
2. ADAPTABILITY
3. STRATEGIC
4. COMMUNICATION
5. RESPONSIBILITY

INFORMATICS & TOOLS

- ✓ **Microsoft**: Windows; Outlook; Office: Word, Excel, Power Point; Teams; Skype for Business.
- ✓ **Cloud storage platforms**: Google Drive; Microsoft One Drive & One Note; Sharepoint; Dropbox.
- ✓ Large experience in Salesforce platform.
- ✓ Highly experienced in the usage of corporate and internal tools and systems.

HOBBIES AND INTERESTS

- ✓ Running
- ✓ Playing football
- ✓ Cycling
- ✓ Listen to music
- ✓ Watch tv series and movies.