

NICOLAS VO VAN



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Date of Birth: December 22nd 1985

EDUCATION

- Sept 2009 – Nov 2010: **Master of Science in International Management** Barcelona, Spain
ESADE Business School
- Sept 2005 – June 2008: **Bachelor of Science in Management** Coventry, United Kingdom
Warwick Business School
Honours: Upper Second-Class (2:1)
- Aug 2006 – May 2007: **North American Exchange Program** Vancouver, Canada
University of British Columbia
- Exam June 2003: **French Baccalaureate (Scientific Series) with Honours** La Seyne sur Mer, France

WORK EXPERIENCE

- Swarovski Elements** (www.business.swarovski-elements.com) Barcelona, Spain
Trainee in Strategy (April 2010 – Present)
- Involvement in several strategic projects at European level
 - Continuous talks with the company's European managers
 - Directly reporting to the Vice President of Operations and Regional Sales Manager Iberica
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- Casamona International** (www.casamona.com), Residential Real Estate Barcelona, Spain
Business Manager (June 2008 – Sept 2009)
- Managing the activities of up to fifteen people including sales employees, part time and full time trainees and IT staff.
 - Continuously reporting and collaborating with the CEO to deal with both operational and strategic issues.
 - Multiplied the number of letting transactions by three compared to the previous year.
 - Elaborating a new online and digital marketing strategy, including social networking activities, blogging and the development of Casamona Holidays, a new online platform promoting short term rental properties around Europe.
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- ESADE Business School** (www.esade.edu) Barcelona, Spain
Conference Organiser (Dec 2008 – April 2009)
First Symposium ESADE-HEC: From Innovation to Business (April 2nd & 3rd 2009)
- Developed a project proposal highlighting potential tracks with the Directors of Research of both institutions and sponsors
 - Elaborated an efficient internal and external marketing strategy to promote the symposium
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- Wavemetrix** (www.wavemetrix.com) London, United Kingdom
Market Research Analyst (Oct 2007 – Present)
- Analysed over 400 online consumer posts per week through the use of strong qualitative and quantitative skills
 - Project with clients including Apple, Nokia, Samsung, Paramount, Universal
 - Reported directly to the CEO and Research Executives
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Linklaters LLP (www.linklaters.com)

University of Warwick, United Kingdom

Campus Brand Manager (Sept 2007 – Dec 2007)

- Development and implementation of marketing campaigns on campus to raise awareness about the brand
- Presentations of the career opportunities offered by the firm to the target students

Linklaters

Casamona International (www.casamona.com), Residential Real Estate

Barcelona, Spain

Trainee in Commercial Real Estate (May 2007 - Sept 2007)

- Remodelling of the Letting Department through an extensive analysis of the results previously achieved and the introduction of new objectives
- Presentations to the Founders and CEO of the company to test feasibility
- Number of letting transactions multiplied by three compared to the previous year
- Presentation on "Innovation in Real Estate" at the ExpoRetail Forum III, September 2007



Warwick Ventures

University of Warwick, United Kingdom

Market Researcher (Jan 2006 - March 2006)

- Conducted over 300 successful phone market interviews through the use of effective communication skills in French, English and Spanish
- Ensured integrity of data by following up on research results to guarantee accuracy

THE UNIVERSITY OF
WARWICK

OTHER WORK EXPERIENCE

President of the Students' Union (Sept 2003 - June 2005)

Nice, France

- Organized social events (concerts, student nights, galas, dinners) gathering up to 2,000 people
- Made use of strong organizational skills to lead a team of 15 students and implement influential marketing campaigns
- Generated turnover greater than £7,000

Private tutor for French (June 2004 – June 2007)

France, England, Canada

- Developed a steady clientele of high school and university students, assisting in their studies and understanding of French
- Increased students' marks by a minimum of one letter grade through assessing individual needs and providing personalized instruction
- Ensured availability of sessions to all income levels by negotiating and managing pricing issues on an individual basis.

LANGUAGES

Native: **French**

Fluent: **English** and **Spanish**

Advanced: **Catalan**

Basic: **German**

IT SKILLS

Proficient in **MS PowerPoint** (professional & academic presentations), **MS Outlook**, **MS Word** and **MS Excel** and (Courses and projects in Computing and Information Systems, E-Business and Value Chains and Web Application Development). Proficient in **Sage SalesLogix**.