



MARILÓ AGUA

PROFILE:

Professional business or educational development, Coach and creative, specializing in internal and external communication, motivation, teamwork, project management and management tools, personal sales, personalized attention, logistics and training for personal and professional development.

EXPERIENCE:

Director and manager of business projects focused on the development of Human Capital in Eifor Consulting and Training Group located in Technological Park of Andalucía, 2017 - present.

Design and delivery of training for business and personal development, independent consultant; Andalucía - 2011- 2016

Working as an independent professional in various training projects in skills development for companies, organizations and teaching. Giving lectures, designing and teaching courses to improve interpersonal communication and leadership in organizations. Providing resources and tools for change and improvement in different areas, such as: team work, staff relationships, acquisition of skills for innovation agents, marketing, selection of personnel, sales strategies, creativity, innovation and window dressing for SMEs, management of conflicts and emotional intelligence, executive coaching, mentoring for entrepreneurs, analysis and behavior modeling with profile evaluation tools for human resources departments, management and organization of commercial teams, etc.

2015- At present. I have extensive experience working with **Eurokey Community Marbella** during the last years. I was carrying out different Erasmus plus projects for teacher training. Among the projects designed and taught are titles such as: Tools for innovation in education, Motivation, self-confidence, conflict management, intercultural education, educational coaching...

Design and marketing and marketing strategies of Lux Hotels; Málaga - 2015-2016 Performing functions for the marketing and sales department. My job was designing strategies and putting them into practice for the development of a new marketing product to attract and retain customers.

Management, administration and sales, Hermaca Muebles SL; Malaga - 2000-2013. Performing leadership tasks, management, administration and logistics. Coordination of work teams, commercial network for all of Andalusia. Interior design and decoration, window dressing and project design for companies and individuals.

Administration, marketing and sales, AguaZam Mobiliario SL; Málaga - 2012-2015

My work included the management and organization of all departments, as well as coordination of work teams, commercial network for all of Andalusia, design and marketing and sales strategies, interior design project designs for companies and individuals, furniture design, attention to client, administration and logistics.



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TRAINING:

Master in Personal and Professional Coaching with P.N.L. and D.B.M. homologated by I.C.F. International, 2010-2011. (Creative Coach)

Certification specified by the University of Valencia in Sensory Systems Training by John McWhirter, - in Developmental Behavioral Modeling (DBM):

- The art and science of hypnotic skills development and applications, 2018
- The art and science of effective change management, 2016
- The art and science of effective learning, 2015
- The art and science of effective emotion management, 2014.

Graduate higher education center Euroinnova Business School, Granada-**Specialization courses in Marketing and Sales** of 50 hours, 2016

Aprocorm, Murcia -Course in **specialization for analysis, interpretation and evaluation of behavior profiles** (DISC), 2016.

Higher education postgraduate center Euroinnova Business School, Granada -

Trainer of trainers and occupational trainer supported by the Antonio de Nebrija University, 2013-2014.

Coach: Creative Leaderships, Málaga -**6 specialization courses of 50 hours each: Building Relationships; Creativity; Self-knowledge and Development; Effective communication; Pillars of Coaching and Challenges, Attitude and Motivation**, 2011-2015.

IES. Licinio de la Fuente, Coín (Málaga) -Secondary studies **BUP y COU**, 1994-1998.

SKILLS:

Creativity, innovation, communication, behavior analysis, motivation, emotional intelligence, training for trainers, personal coaching, project management and management, social skills, mentoring, sociology, philosophy, team management, marketing, sales strategies, fine arts and window dressing.

OTHER PROJECTS:

Co-founder of Talent and Companies and Coaching and Cooking. Member of the teaching team of Bypass Academy. All of them are projects focused on promoting talent in the company.