



# Iván Elvira

SALES CONSULTANT &  
CONTENT CREATOR

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## Personal Summary

Technology sales consultant, digital content creator, scholar. I belong to a generation of professionals who seek for engaging customers and readers into a brand new digital environment.

## Core competences

- Information and data literacy
- Digital content creation
- Business Model Analysis
- Problem-Solving
- Oral & written communication both in English and Spanish
- Customer orientation
- Stress management
- Thoroughness

## Contact Details

DoB: 10th of December, 1982  
(37 years old)  
Cell: +34 638 923 112  
Location: Granada, Spain  
Email: [yukioblake@icloud.com](mailto:yukioblake@icloud.com)  
Website: <http://excogito.es>

## Featured links

**LinkedIn:**

<https://www.linkedin.com/in/ivanelvira/>

**Academia.edu:**

<https://studiahermeticajournal.academia.edu/ivanelvira>

**Dialnet:**

<https://dialnet.unirioja.es/servlet/autor?codigo=2924777>

## Ongoing projects

Academy

**Studia Hermetica Journal (2011):**

<http://studiahermetica.com>

Literature, illustration

**Pneumaturgia (2020):**

<https://pneumaturgia.com>

Blogging

**eXc\_lab (2018)**

<http://excogito.es>

## Work History (2010-2020)

### SALES MANAGER

*Libelista (2016-present)*

- Study clients' organizational systems
- Translate business requirements into functional frameworks
- Train staff and users on various computer software

### SALES CONSULTANT, KAM

*Infobibliotecas (2017-present)*

*Rosellimac (2017)*

*SegurCaixa Adeslas (2014-2016)*

*LAIE (Alhambra of Granada's official bookstores) (2010-2014)*

- Digital Marketing
- Apple sales certifications; Apple suite advanced user
- Customer Relationship Management: Daylite, Hubspot
- Entrepreneurial & results orientation
- Strategic Thinking
- Bookstore software: Geslib, SINLI

## Academic History

### USAL - UNED

*Bachelor of History;*

*Bachelor of Law (unfinished)*

*History of Ancient Thought scholar*

- Curator of exhibition at UGR
- Lecturer
- Content Management Systems: Wordpress, Ulysses, iBooks Author, Write App, Open Journal Systems
- Scholar, author, blogger
- Digital content creator
- Managing Editor