**CONTACT DETAILS**  
Phone: +34 682206617  
Email: sanchez.fraile.ana@gmail.com  
LinkedIn: linkedin.com/in/anasanchezfraile  
Driving License: A2 and B

**PROFESSIONAL SUMMARY**  
With over a decade of experience in sales and team leadership, I have successfully trained and mentored employees, developed strategic relationships, and led teams to achieve outstanding results. However, after years in the commercial sector, I have decided to return to my true passion: teaching. Having previously taught English to both children and adults, I am now focused on pursuing a career as an international school teacher, specializing in elementary and primary education. Currently undertaking a **Level 5 TEFL certification (Teaching English as a Foreign Language)**, I am committed to further developing my pedagogical skills to provide high-quality English instruction.

**PROFESSIONAL EXPERIENCE**

**Regional Sales Manager | Diageo | Spain | Jun 2023 - Jan 2024**

* Led sales operations and strategic initiatives in northern Spain, driving market expansion and revenue growth.
* Successfully negotiated and closed the most significant commercial agreement in the region.
* Provided training and mentorship to sales representatives, enhancing team performance.

**Area Sales Manager | Philip Morris Spain | Oct 2021 - Jun 2023**

* Managed and exceeded sales targets, demonstrating strong market analysis and execution.
* Took on additional responsibilities, successfully handling two sales territories.
* Conducted employee training and professional development sessions.

**Commercial Executive | Banco Santander | Oct 2017 - Jul 2021**

* Trained and onboarded new employees.
* Managed commercial relationships and sales strategy development.
* Served as Interim Branch Manager for nine months, leading the team and overseeing operations.

**Purchasing Technician | Tycsa PSC | Jul 2017 - Oct 2017**

* Material sourcing and acquisition.
* Price evaluation and cost optimization.
* Inventory control and stock management.
* Supplier management and relationship building.

**Operational Specialist for Corporate Clients | Banco Santander | Mar 2017 - Jul 2017**

* Corporate account management.
* Customer service and operational support.
* Check and promissory note processing.

**Administrative Technician | City Council of Piélagos | Jun 2016 - Oct 2016**

* Temporary replacement of the Office Manager.
* Citizen assistance and public service.
* Document management and archiving.

**English Teacher (Private Academy) | Learn and Play, Piélagos | Sep 2016 - May 2017**

* Taught English to children aged 3 to 10 in a private academy, using interactive and play-based methodologies.
* Designed engaging lesson plans that incorporated games, music, and storytelling to enhance language acquisition.
* Monitored students’ progress and adapted teaching strategies to meet individual learning needs.

**Online English Tutor | Self-Employed | Sep 2015 - Jun 2016**

* Provided one-on-one online English classes to adults preparing for the university entrance exam for individuals over 25.
* Developed personalized study plans that led to successful exam results.
* Focused on grammar, reading comprehension, writing, and oral communication skills.

**Volunteer Children’s Mentor | Esclavas del Sagrado Corazón de Jesús | Jun 2009 - Sep 2011**

* Assisted in organizing educational and recreational activities for primary school children.
* Provided support in literacy and language learning through engaging storytelling and interactive sessions.
* Fostered a positive and inclusive learning environment for young learners.

**CERTIFICATIONS & EDUCATION**

* **Level 5 TEFL Certification (Teaching English as a Foreign Language) | March 2025 (In Progress)**
* Leadership and Team Management (2024)
* Information Security Management (2024)
* Advanced Agile Project Management - SCRUM (2022)
* Bachelor’s Degree in Economics | University of Cantabria (2012 - 2017)
* Bachelor’s Degree in Economics | University of Łódź, Poland (2015 - 2016)
* High School Diploma in Science | Esclavas del Sagrado Corazón de Jesús, Santander, Spain (2009 - 2012)

**LANGUAGES**

* Spanish (Native)
* English (Proficient)

**KEY SKILLS & COMPETENCIES**

* English Language Teaching & Pedagogy
* Play-Based and Interactive Learning
* Classroom and Behavior Management
* Curriculum Development
* Effective Communication
* Leadership & Team Training
* Strategic Relationship Building
* Adaptability and Resilience
* Negotiation & Crisis Management