

MARGARITA DE GISPERT CALZADO

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I have a solid 360 profile with 7+ years' experience in tech with strong sales, partnerships, business development, strategy, analysis and finance skills. I am very high energy, passionate and motivated. Love how tech and startups are changing the world as we know it and want to drive change and positive impact with my work.

EXPERIENCE

TOQIO

Head of Commercial Partnerships - Barcelona & London. 06 / 2021 – Present

- Leading, managing and implementing the overall partnership strategy and vision, as well as all operational processes.
- Scaling and growing Toqio's leads and incremental revenue via strategic commercial partnerships.
- Identifying and implementing new partnerships as well as managing and growing existing relationships.
- Leading initiatives across product, tech, sales, marketing and customer success.

UNIVERSITAT POMPEU FABRA (UPF)

Associate Professor in Marketing - Barcelona. 10 / 2021 - Present

- Teaching marketing seminars with a vision of bridging the gap between the real world and academia.
- Preparing lectures and enabling lively discussions and growth opportunities.

MASTERCARD

Global Business Development Manager for New Verticals – London & Barcelona. 03 / 2019 – 05 / 2020

- Building new business and opening new markets for B2B globally: analyzing the markets, identifying potential partners, building relationships with external stakeholders, understanding customer pain points and creating compelling and value adding propositions.
- Negotiating and closing complex and large B2B global tech deals with large ecommerce businesses, corporates, fintechs and traditional banks. Creating new win-win and financially sound business models.
- Successfully working internationally and cross functionally across marketing, operations, delivery, finance and legal to deliver solutions. Driving sales for the team by being the Sales Lead.

Strategy and Business Development for New Verticals – London. 09 / 2017 – 02 / 2019

- Led the strategy and business case for new high profile B2B payments and compliance product: Mastercard Track.
- Successfully led strategic projects across the team on Smart Cities, B2B Payments, KYC, Tourism, Travel, Freight and CPG industries – market sizing, business case creation, industry analysis, financial modelling and customer pitches.
- Worked on new industries and business models and led the M&A opportunity selection for the team.
- Acquired strong problem-solving skills. Successfully worked across all levels of the organization and global teams.
- Expanded the reach of the team by giving talks in external events and conferences as well as internal talks.

Finance Business Partner, Iberia and Benelux – Madrid. 06 / 2016 – 08 / 2017

- Drove the business forward providing key analysis and insights. Influenced and helped shape the strategy.
- Acquired solid P&L management skills and became a key partner for the markets.
- Created new deal structures, negotiated with account teams and contributed in customer meetings.
- Acquired strong financial modeling and revenue forecasting skills. Mentored and trained new team members.

World Food Programme (United Nations) Assignment for School Feeding – Nairobi. 11 / 2015 - 12 / 2015

- Led a project that demonstrated that school feeding is a long-term profitable investment in the country.
- Presented to senior Kenyan Government officials and UN staff. Worked in a multicultural and multidisciplinary team.

Graduate Development Programme, Finance Analyst – Madrid. 07 / 2014 – 05 / 2016

- Key player in the Iberia market providing insightful analysis and financial expertise.
- Financial planning and analysis for Spain and Portugal: managed contra-revenue and expense forecast. Part of a global graduate program with high exposure.

DELOITTE

Finance & Accounting Consulting Analyst – Barcelona. 09 / 2013 - 05 / 2014

- Consulting for clients in the technology, banking and energy sectors.
- Developed analytical and advanced Excel skills. Acquired interpersonal skills and customer focus.

LEADERSHIP

- **Female Mentor at UPF:** mentoring students in order to develop & grow top female talent.
- **Co-Founder and Service Lead at Period Spain:** an NGO to fight Period Poverty in Spain.
- **European Young Professionals Chair:** led the strategy and a 10 people team across Europe with the goal of developing young professionals across Europe.
- **London Young Professionals Chair:** led the development of young professionals in the London office.

- **London Hackathon Leader:** organized and led London Mastercard hackathon to promote innovation and startup culture.
- **Girls for Tech Ambassador:** empowering and encouraging young girls to pursue STEM Careers. Delivered insightful workshops at Mobile World Congress and at Mastercard offices.

EDUCATION

UNIVERSITAT POMPEU FABRA BS. International Business Economics. *Barcelona, Spain, 2009 - 2013*

UNIVERSITY OF CALIFORNIA, LOS ANGELES Exchange Program in Economics. *Los Angeles, CA, 2013*

LANGUAGES

- English: Bilingual
- Spanish and Catalan: Native
- French: Advanced professional capability
- Portuguese: Advanced professional capability