**Ksenia Rudenco de los Llanos**

[kseniawatts@hotmail.com](mailto:kseniawatts@hotmail.com)

https://www.linkedin.com/in/ksenia-watts-de-los-llanos-679a13

+34 626 09 12 06

**Summary**

An enthusiastic and results driven international sales specialist with experience across all areas of the business

Fluent in three languages: Russian, English and Spanish.

**Hipoges Iberia S.L.(RE asset management company)**

**11/2019 – present Sales Manager, Spain**

Managing a portfolio of around 1000 residential assets worth €10mm.

* Managing a team of brokers in several regions
* Commercialising the portfolio: visiting, valuing assets, devising sales strategies
* Negotiating, presenting offers to the funds
* Preparing reports for price and valuation reviews

**Watts-Valverde Real Estate, Valencia, Spain**

**05/2014 – present Director of International Clients Division**

Cofounded the company and responsible for all day to day operational tasks. Experience includes:

* Acting as an intermediary between Spanish sellers and international buyers
* Obtaining all necessary documentation, opening bank accounts and evaluating mortgage options
* Accompanying buyers during visits, advising them on the suitability and values of the properties
* Presenting purchase offers to sellers for consideration, acting as an intermediary in negotiations
* Coordinating the closing of sales, overseeing the signing of documents and disbursement of funds

**Maternity Leave**

**06/2011 – 05/2014**

Left Russia and moved back to the UK.

**KW Search (Boutique Headhunting Consultancy), Moscow, Russia**

**06/2008 – 06/2011 Director**

Founded a consultancy specialising in the Investment Banking sector and providing bespoke searches for clients.

*Achievements*

* Built the company from the ground up
* Grew the client portfolio to include leading Russian and international houses
* Successfully placed candidates in roles including Equity Sales, Research Analysts and IT Management

**Whirlwind Search (Boutique Headhunting Consultancy), Moscow, Russia**

**10/2007 – 06/2008 Freelance consultant**

Brought in to help develop the business by expanding upon the existing client base and by finding the right candidates.

**Antal International (Recruitment Agency), Moscow, Russia**

**08/2005 – 07/2007 Senior Manager, Investment Banking**

Responsible for running the Investment Banking team and for headhunting and placing candidates.

**Healy Hunt (Boutique Headhunting Consultancy), London**

**09/2004 – 07/2005 Researcher**

Helped to find and interview the right candidates, accompanied recruitment consultants to client meetings and

**Morgan Stanley, London**

**08/2003 – 08/2004 Personal Assistant**

Worked for the Head of Corporate Real Estate & Investment Banking Division.

**J.P. Morgan, London (whilst studying for MA)**

**09/2000 – 04/2001 Team Assistant**

**Education**

2000-2002 MA in Diplomatic Studies (Westminster University)

1996-1999 BA Honours in English and Media (Nottingham Trent University)