

# **Ezequiel Sánchez**

**Professor at IE Business School**

Elche, Alicante, ES

Partner at Binomio Ventures

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## **Biography**

FMCG Executive Manager, e-Retailers-Media-Telecom Management Consultant and Board advisor

In my last position as Deputy General Manager in Inditex footwear Business unit I focused on:

Strong sales growth during 10 years at 20% CAGR

Margins ratio improvement (+15%) based on: turnover x margin x retail price

Flexible business model design

Prior to my line management positions, I worked as consultant and strategy manager:

- Business Consultant for Arthur D. Little focus on Internet, Media and Telecom industries

- Strategic Planning Manager Telecinco TV (Mediaset) and Cable/Telecom Industry

Industries

FMCG, fast fashion, online operations, management consulting, media

Open to join a company / new venture, rule changing companies and eager to leverage online opportunities.

Interested in teaching opportunities.

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## **Availability**

Keynote, Panelist, Workshop, Corporate Training

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## **Industry Expertise**

Retail, Management Consulting, Footwear

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## **Areas of Expertise**

Business Strategy, Fashion Retail, Zara

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## **Affiliations**

Rotary International, Oxford University Guild Society

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## **Sample Talks**

## ¿Esta roto el retail? - Nuevas fronteras del modelo de negocio

Caracterización de la situación actual del mercado de retail, análisis de las principales claves del modelo de negocio ganador y recomendaciones.

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## Event Appearances

El valor de las metáforas personales - <http://www.youtube.com/watch?v=hBLZSrZNnPA>  
TEDx Sevilla

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## Education

### ESCP Europe

European Masters in Management Business Administration and Management, General

### ESIC - Valencia

Licenciado, Gestión Comercial y Marketing Marketing

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## Accomplishments

### Deputy General Manager - Tempe SA - Grupo Inditex

Tempe is Inditex footwear and accessories Business Unit supplying all brands in all markets with full responsibility in operations (product design, production in third party suppliers and worldwide distribution, and sales control at store level basis with revenues of over \$1.020 Mio). During this period, margins and bottom-line profitability and revenues increased at a CAGR of 20,4%.

### Elche Half Marathon

I finished my first half marathon.

### Strategic Planning Manager - Telecinco

Telecinco began its operations in 1990 becoming the leader of the spanish broadcasting in 2004. Telecinco has not only been the determining factor in the development of Spanish television, but also, since 1996, a point of reference in terms of programming, innovation and profitability.

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