

Álvaro Luengo Molero

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SUMMARY

B2B SaaS Account Executive with 30+ deals closed at Cobee (acquired by Pluxee, 2025) and promoted from BDR to AE in 14 months. I combine full-cycle sales with real technical ability: I design, build and ship products with Next.js, Python and Claude API.

EXPERIENCE

Cobee by Pluxee

Madrid, Spain

Account Executive

Sep 2024 - Present

- Closed **30+ deals in ~8 months as AE**, performing above team average.
- Promoted twice in 14 months (BDR → BDR Enterprise → AE), spanning Cobee's acquisition by Pluxee in March 2025.
- Full-cycle sales on Salesforce with CEOs and SMB owners: prospecting, qualification, demo, negotiation and close.
- As BDR Enterprise, qualified and developed larger accounts for the AE team during post-acquisition integration.

Deloitte

Madrid, Spain

Digital Transformation Consultant

Oct 2023 - Sep 2024

- Deployed **SAP SuccessFactors** at enterprise clients: legacy system migration, functional configuration and end-user change management.
- Coordinated multiple concurrent HR tech transformation projects, interfacing with client teams and internal consultants.

EY

Madrid, Spain

Rewards Consulting Intern

Jun 2023 - Oct 2023

- Contributed to the design of variable compensation systems and salary benchmarking studies for corporate clients.
- Prepared proposals and technical documentation for multi-stakeholder projects alongside senior teams.

PROJECTS

Cold Email Optimization Loop — Self-improving AI outbound

Instantly · Claude API · Python
Designed a cold email campaign system that auto-optimizes copy and segmentation in iterative loops: each response batch feeds the next to improve open and reply rates without manual intervention.

Byan — Conversational AI assistant for a real client (in development)

ManyChat · Make · Claude API
Building an AI assistant for a real business; integrating ManyChat + Make + Claude API to automate customer support.

Kalena Parking Bot

Python · GitHub Actions
Automated parking spot reservations by reverse-engineering a private API; scheduled execution with no manual intervention. Adopted by other users too.

World Cup 2026 Fantasy — Full-stack web app

Next.js · Supabase · Vercel · porra-mundial-2026-beige.vercel.app
Designed, built and shipped to production a full-stack fantasy app with user authentication, from database to frontend; live and in use by a real group of participants.

EDUCATION

Universidad de Navarra

Madrid / Pamplona, Spain

Master's in People Management

Sep 2022 - Sep 2023

Class representative · "Leading People" course, Harvard Business Publishing.

Bachelor's in Philosophy, Politics and Economics (PPE) · GPA 8.1/10

Sep 2018 - May 2022

Exchange programs: European Economics at La Sorbonne (Paris) and Financial Institutions at Catholic University of America (Washington DC).

ADDITIONAL

Dean of Colegio Mayor Mendaur, UNAV · 2021-2022 — End-to-end management of institutional events; coordination of teams, vendors and logistics.

Volunteering: Cottolengo Las Hurdes, care for people with disabilities (2021) · Camp counselor for children with disabilities, Fundación Cana (2020) · School construction in Ivory Coast (2018).

SKILLS

Technical: Next.js · Python · Supabase · Vercel · GitHub Actions · Claude API · prompt engineering · API integrations

Sales: Salesforce · full-cycle sales · outbound · SMB segment

Languages: Spanish (native) · English (C2, primary and secondary schooling in Ottawa, Canada, 2007-2012)