

Curriculum Vitae
Docente e Investigador
del Profesorado

Nombre y apellidos: Vilma Lleshi
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1. FORMACIÓN ACADÉMICA OFICIAL

1.1 Títulos académicos

International Master in Finance
Universidad: EADA Business School
Año: 2024-2025

Bachelor of Business Administration
Universidad: GBSB Global Business School
Año: 2021-2024

Bachelor of Sociology
Universidad: University of Tirana
Año: 2014-2017

2. EXPERIENCIA DOCENTE

Docencia universitaria

Lecturer - ESERP Business & Law School

(2026–Presente)

Asignaturas:

- ICT
- Cultural Management and Protocol in International Business

Imparte asignaturas de competencias digitales y negocios internacionales, promoviendo un aprendizaje aplicado y orientado al desarrollo profesional.

Lecturer - GBSB Global Business School

(2026–Presente)

Asignaturas:

- Business Mathematics and Statistics
- IT for Business Studies
- Business Communication
- Accounting

Imparte asignaturas cuantitativas y de negocios, integrando rigor analítico con aplicaciones prácticas en contextos empresariales globales.

3. Professional Experience

Operations Manager - Superior Balance S.L

Barcelona, Spain | 2023 – 2024

- Coordinated logistics, supplier management, and operational workflows
- Supported financial controls and process efficiency improvements

Managing Director - Hektors Med sh.p.k

Albania | 2020 – 2022

- Led international trade operations and improved financial margins by **+25% in one year**
- Developed and implemented SOPs for cost control and logistics
- **Mentored 30+ marketing/sales managers in Albania**

- Managed marketing and sales teams, improving performance and market presence
- Oversaw budgeting, forecasting, and financial reporting for cross-border supply chain

Marketing Manager - Iceberg Communications

Tirana, Albania | 2020

- Developed and executed marketing campaigns across multiple product lines
- Increased sales and campaign efficiency through data-driven strategies
- Managed event-based and digital marketing initiatives

Insurance Broker - Atlantik sh.a

Tirana, Albania | 2019 – 2020

- Led a high-performing sales team in a newly established office
- Exceeded sales targets by **10x** in the first months
- Processed insurance contracts, month-end reporting, and client portfolio expansion

Export Manager - NMP shpk

Albania & Turkey | 2016 – 2019

- Managed international goods flow and customs compliance
- Created SOP manuals and operational processes
- **Mentored 50+ marketing/sales managers in Albania and Turkey**
- Conducted operational and financial analysis to improve profitability

Certifications

- CFA Research Challenge — CFA Society Spain
- Certificate in Ethics, Governance & Sustainability — Skema Business School

Languages

- Albanian — Native
- English — Fluent
- Turkish — Fluent
- Spanish — Intermediate

Areas of Expertise

- Applied Corporate Finance
- Financial Literacy & Education
- Quantitative Analysis
- Business Communication
- International Business
- Teaching & Pedagogical Design

“We grow through learning and we lead by giving.”

5. OTROS MÉRITOS

5.1 Dirección de tesis y trabajos de investigación

Título tesis/trabajo de investigación:
Nombre doctorando/máster/graduado:
Programa:
Universidad:
Año:

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Universidad:
Año:

5.2 Ponencias y comunicaciones en congresos

Título:
Autor/es:
Congreso/Jornada:
Institución organizadora:
Tipo participación (ponencia/comunicación):
Lugar/año:

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5.3 Otras actividades y méritos relevantes

- Colegio profesional (fecha de incorporación y número de colegiado)
- Becas y ayudas obtenidas
- Premios académicos obtenidos
- Participación en asociaciones, etc.