

EXPERIENCE

SMALL BUSINESS ADVISOR AGRICULTURE SPECIALIST

Phoenix, AZ

04/2014 – present

- Developing and maintaining a strong knowledge of agricultural customers in the local marketplace, including the nature and progress of high value agri-business', their financial position and structure, and the terms and conditions of financial services used
- Developing and maintaining business relationships with Centres of Influence (COI) including influential customers, internal and external referral sources
- Working closely with the ACE when processing deals
- Completing credit reviews in a timely and sufficiently detailed fashion
- Authorizing, renewing or declining customer requests within standard Bank policies and authorized limits, forwarding others as per established processes
- Preparing and/or ensuring all documentation is properly prepared
- Ensuring accounts adhere to the conditions of authorization

STRATEGY BUYER AGRICULTURE

Houston, TX

12/2007 – 01/2014

- Participate in the development of the global category strategy, implement and execute it in market
- It seeks to establish a win-win relationship with suppliers, based on respect and domestic policies
- Support on Supplier performance and issues resolution
- Team work necessary
- In charge of supplier development according to monthly evaluation
- Support to deliver financial reports and monitor COG' performance
- Stakeholders and suppliers relationship management

AGRICULTURE

Dallas, TX

10/2001 – 08/2007

- Planning and design of recharge and reuse of reclaimed process plant water; including innovative use of disinfectants
- Identify whether government has developed regulations or standards to identify the quality of fertilizers for handling and usage
- Monitoring and control of environmental and mechanical systems, including: food production lines; high speed detection of bacteria and virus in food production systems; and disinfection of organic and non-organic food products in the field and in processing plants
- Automated planting, tillage, and harvesting equipment
- Systems engineering with an emphasis on analysis and optimization agricultural related systems, including post-harvest processing, and monitoring and control of agricultural systems
- Identify all institutions involved in the process of issuing approvals for importing fertilizer for the first time and subsequent times
- Design, monitoring and control of water conveyance systems including SCADA systems

EDUCATION

THE UNIVERSITY OF ALABAMA

Bachelor's Degree in Agriculture

SKILLS

- Available for Academic Year: 2017/2018
- Fresno State has been recognized as a Hispanic-Serving Institution (HSI); an Asian American/Native American/Pacific Islander-Serving Institution (AANAPISI); and has been designated to the Community Engagement Classification by the Carnegie Foundation for the Advancement of Teaching
- Available for Academic Year: 2018/2019
- Salary placement depends upon academic preparation and professional experience
- California State University, Fresno is a vibrant and growing campus. When necessary, the University may decide to make more than one faculty appointment from a single search
- Excellent interpersonal and communication skills with the ability to establish and maintain effective working relationships with subordinates, peers, management, external customers and the public
- Proven ability to manage and coordinate multiple projects in a fast paced, highly professional environment
- Ability to exercise discretion and independent judgment when necessary
- Proven time management skills and a strong attention to detail
- Ability to work well with others and independently