Bruno Benzio- Bavino Barzellato
Innovator

16/10/1986
Place of Birth:
Nationalities:

Marital Status: Single

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http://bsenzio.github.io/portfolio

Objective   **Transcend in History, while outside the box**

Working +EXP Points

Arrow Electronics Inc.   🇲🇽 / 🇺🇸

http://www.arrow.com/
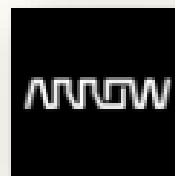
Field Applications Engineer, OCS & M2M Leader Mexico

June 2011 – April 2014 (2 years 11 months)

- *Key Account management in a dedicated zone*
- *Strategy manager for OCS and M2M initiatives in the company for the whole territory*
- *Electronic Design activities for specific customer solutions*
- *8,16,32-bit, ARM MCUs, HW&SW, PCB Layouts*
- *Programmer and activity coordinator for trainings with customers*
- *Special problem solving according to a specific need in order to win sales for the company by including a specific part in high volume opportunities*
- *Supplier's point of contact for Mexico's Electronic Design accounts for technical related issues for MCU/MPU (Texas Instruments, Freescale, Atmel, Silicon Labs, Renesas, ST Micro, Toshiba, NXP...), PEMCO (Tyco, SEI, KOA, Kemet, Vishay...) included for the company's line card*
- *Supplier's main link for activities related with OCS and M2M opportunities around the territory*

- ☐ *Skills: Collaborative problem solving (European and American branches), proactive monitoring, business strategy, technical/sales combination, innovative design concept, use of newest semiconductor technologies available*

❑ *Achievements*

✓ *Generate customer satisfaction and confidence throughout the business buying process for assigned key accounts*

✓ *Understanding of the country's electronic manufacturers and key companies*

✓ *Manage different zones throughout the country as a key FAE partner*

✓ *Create an OCS/M2M guidance and strategy for the entire sales territory, connecting unknown suppliers and their marketing strategies for proper engagement against company's competitors*

✓ *Maintain a good communication and teamwork environment with different suppliers*

✓ *Developed and gave a whole tech-oriented course on the usage of ST Microelectronics STM8 MCU family*

✓ *Won International Rectifier's (IR) award for the highest demand creation FAE in the territory for 2013*

✓ *Collaborate with the company as a toolbox to solve business problems efficiently*

✓ *Program and deliver a Vishay's TFT LCD graphics controller for an Atmel 32-bit MCU with sprite animations for a GPRS Vending Machine design company*

✓ *Create a Graphical Interface on an LCD for a fence voltage controller design company*

✓ *Generate PCB and deliver according to customer's requirements/tolerances for a voltage regulator manufacturer*

❑ *Trainings/Certifications*

o *Received several trainings from the company (ACT: Arrow Centralized Training) with different supplier's in different US locations*

o *Attended different supplier FAE oriented trainings (Freescale, Texas Instruments, Silicon Labs and Atmel)*

❑ *Promotions*

✓ *Salary promotion three times, 2012, 2013 and 2014*

✓ *Acquired sales management assignments in 2013*

✓ *Promoted to OCS & M2M Leader in 2013*

Proveedora Mexicana de Monofilamentos S.A. de C.V. 🇲🇽

http://www.pmmbrightline.com/
Plant Engineer
July 2010 – May 2011 (10 months)

- *Plastic monofilament extrusion die design*
- *Preventive and corrective plant maintenance coordinator and supervisor*
- *Different mechanical parts designer for equipment upgrades or modifications*
- *QA for ISO9001 and ISO14000 in the engineering section for hazardous materials*
- *Maintenance supplier's point of contact*
- *Operation of diverse in-plant equipment: extruders, furnace, winding machines, lubricators, PLCs, vacuum ovens, mixers, mills…*

- ❑ *Skills: Supervise maintenance team, collaborate with plant personnel for various in-plant activities, R&D for different improvements and cost savings, diverse industrial equipment understanding and design*

- ❑ *Achievements*

- ✓ *Elaborate time saving preventive maintenance plans and created guidelines for different corrective maintenance duties*
- ✓ *Collaborate with the maintenance team for plant automation*
- ✓ *Designed special dies and equipment to improve efficiency and time/cost relation*

- ❑ *Promotions*

- ✓ *Salary promotion after four months in 2011*

Azul257 🇲🇽

http://www.azul257.com.mx/

Founder / R&D, Sales Manager

January 2013– January 2014 (1 year)

- *Apply learned strategies to own business*
- *Manage employees*
- *Outsource unnecessary duties*
- *Manage income and return of investments for different areas such as production, R&D*
- *Branding and promotion for big companies to be a reliable service provider*
- *Adapt new technologies for diverse growth projects within the company*
- *Manage the team and guide them towards innovation*

- ❑ *Skills: Create my own sales strategies, Laser cutter & Acrylic (Industrial), flexible automation*

- ❑ *Achievements*

Product demo

- ✓ *Generate a unique form for production and assembly of AOLDC (Acrylic One-Layer Different Color), at the time the patent document was being written*
- ✓ *Compete effectively against China in manufacturing business! (they could not manufacture our product, just cheap copies that used stickers instead of plastic, our customer turned to us due to the product's uniqueness)*
- ✓ *Without funding, generated 10,000 USD/month sales within 3 months out of self-income from the partners*
- ✓ *Implemented flexible automation for my own business*
- ✓ *Implemented different new technology strategies for production purposes*
- ✓ *Hire more than ten employees in less than a year*
- ✓ *Established one high volume reliable customer and one project-oriented reliable customer by our own, by moving around and investigating*
- ✓ *Engaged various customer relationships to prepare for business growth*

Recicla para ayudar a quien más lo necesita A.C. (NGO) 🇲🇽

Founder / R&D Manager
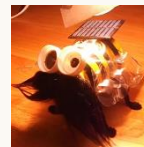
October 2011 – December 2012 (1 year 2 months)

- *Create an educational program for "Robotics with recycled materials" in different schools*
- *R&D for the mind-wave signal controlled wheelchair project*
- *Create a strategy for PET gathering campaigns on public buildings around the city*
- *Search for engineering and technology oriented alternatives to use recycled materials*

❑ *Focus*

✓ *Education of robotics and engineering technologies with recycled materials*
✓ *Support poor communities with solar panel lighting systems and different green technologies*
✓ *Generate social service activities that could have young professionals to apply their related field of knowledge on real situations*

Robotics go green!!

❑ *Achievements*

✓ *Installed a solar panel lighting system with three fluorescent light bulbs on a Mexican poor community (Tetela del Volcan) with the money collected from PET campaigns in assistance with local government*
✓ *Obtain support from the local government to acquire a laser cutter for educational material production with recycled materials.*
✓ *Generated and recruited social service personnel for technology education and design, the use of their career's core knowledge to solve different problems and/or improvements*
✓ *Obtained patent MX/a/2012/010393*
✓ *Participated in different events for NGOs and also became part of the Universisdad de Londres business incubator*

University of the Ryukyus 🇯🇵

🖱 *http://www.u-ryukyu.ac.jp/en/*

Research student / Master's program IT

April 2014 – Present

- *Research project: Modular mind-controlled devices*
- *Finished Japanese Language program (Score 99/100)*
- *Speaker the SICE2014 Conference in Tokyo for the paper "Test and development of a mind wave signal pattern password application (脳波信号パターンのパスワードアプリケーション調査と開発)"*

National Autonomus University of Mexico (UNAM) 🇲🇽

🖱 *http://www.u-ryukyu.ac.jp/en/*

B.S. Mechatronics Engineering

August 2006 – May 2011

- *Summa Cum Laude (Score: 9.35/100 , GPA (3.72)*
- *"Remote operation of a parabolic movement with free fall experiment" paper for the 2nd International Congress on Instrumentation and Applied Sciences held at Puebla, 2011*
- *Paper & participation in ICIAS 2010 for the job "Mobile robot navigation with a Wiimote", 2010*
- *3rd place in the Robocup@home 2007as a robot designer for Mexico's team in the international contest*

University of Califorma, Los Angeles 🇺🇸

Exchange student, Winter term 2009

- *Attended Robotics, Mechanical Design and Artificial Intelligence courses*

Languages +**EXP P**oints

Spanish: Native

German: Basic

English: Business
TOEFL iBT: 95

Chinese (Mandarin): Basic

Japanese: High intermediate
3級 certificate, waiting for 2級 results

Swedish: Basic

Italian: Intermediate

Honors and Awards +**EXP P**oints

❖ Japanese Government (Monbukagakusho) scholarship winner, 2014
❖ Pat. Pending MX/a/2012/010393 for the document "Modular control interface for mind operated actuators and devices"
❖ Summa Cum Laude for bachelor degree, 2011
❖ National Association of Universities and Engineering Faculties prize as 2010's "best student" for Mechatronics Engineering in UNAM, 2010
❖ Member of Mensa International and Mensa Mexico
❖ 2nd place at the XIV Physics Metropolitan Olympiad. 2003.
❖ 1st place at the XIV Chemistry Metropolitan Olympiad. 2003.

Technical Skills +**EXP P**oints

❖ Mechanical equipment

- Laser cutter
- CNC Router
- 3D Printer
- Mill
- Lathe
- Winding machine
- Laser marker
- Extruders
- Welding machine
- Steam generators
- Coolers

❖ Mechanical design

- SolidWorks
- SolidEdge
- AutoCAD
- ProEngineer
- NX
- MasterCAM

Technical Skills +EXP Points (Continued)

❖ *Electronics*

- *PCB 2 & 4 layer design*
- *Semiconductor technologies*
- *8, 16 & 32 bit MPU/MCU*
- *ARM Cortex M3, M4F, A5*
- *TFT LCD, Monochromatic*
- *Altium*
- *Proteus*
- *Pic C*
- *CCS (Code Composer Studio)*
- *SMD, BGA*
- *Optocouplers*
- *High voltage regulation*
- *LED lighting*
- *Optics*
- *Atmel Studio*
- *Code Warrior*
- *Raisonance*
- *Keil*

❖ *Programming languages and other computer SW*

- *C/C++*
- *Python*
- *Java*
- *Javascript*
- *MATLAB*
- *Lisp*
- *Shell*
- *Processing*
- *HTML5*
- *CSS3*
- *Blender*
- *Android*
- *Unity*
- *Git & GitHub*
- *Linux*

Business Skills +EXP Points

- *Outside the box*

- *Team management and leadership*
- *Collaborative problem solver*
- *Memory*
- *Problem solving*
- *Innovative*
- *Reliability*
- *Hard working companion*
- *Sales management*
- *Multitasking*
- *Customer service*