

CRISTIAN MARINO

SR PROJECT MANAGER PURSUING MASTER'S IN AI INDUSTRIAL ENGINEER

WORK EXPERIENCE

Senior Project Manager

Oct 2023 - Today

FECOVITA | Argentina

- PMO Leader. Responsible for CAPEX portfolio management.
- Formulation, feasibility study, bidding, execution and final audit of projects.
- Presentation of Investment opportunities and funding proposals to the Board.
- **Achievements:** 5 pre-approved projects. Currently, under bidding.

General Manager

Sep 2020 - Sep 2023

Brunal SRL | Argentina

- Strategic direction and general management of my family's real state business.
- Responsible for property management, deals and contracts negotiations.
- Tenants and landlords management. Responsible for payments, collections and tax filings.
- **Achievements:** Cash flow and financial stability, tax payments reduction.

VP of Finance and Legal

Aug 2019 - Jul 2020

The AIESEC Foundation | Chile

- Responsible for overall legal, financial and audit management and strategy.
- Leader of 6 teams. Multiple stakeholders management. Representative of the Chilean office before the Finance Board of the Global Headquarters.
- **Achievements:** Renegotiation of 5 key contracts leading to 28% revenue growth. Increase of financial reserves of 450%. Decrease of collection time in 23 days.

VP of Sales and Customer Experience

Aug 2018 - Jul 2019

The AIESEC Foundation | Nicaragua

- Responsible for overall commercial, sales and CX management and strategy. Leader of 5 teams and a network of 60+ local volunteers. Representative of the Nicaraguan office before the CX Board of the Global Headquarters
- **Achievements:** Sales interannual growth of 56%. NPS increase of 1.5.

EDUCATION

Master's in Artificial Intelligence

(currently pursuing)

Universidad de Buenos Aires | Argentina (online)

- Degree focused on data analysis, machine learning, deep learning, computer vision, time series analysis, natural language processing and big data.

Project Management - Postgraduate Diploma

2023

Universidad Nacional de Cuyo | Argentina

- Waterfall, hybrid and agile project management (PMI & Agile methodologies).

MEng in Industrial Engineering

2022

Universidad Nacional de Cuyo | Argentina

- Exchange programs in Chile and Bolivia. Volunteering experience in Brazil.

Business-oriented Industrial Engineer, fluent in English, with a PG Diploma in Project Management and 7+ years of experience in sales and financial management in leadership roles and multicultural teams.

Currently, I am the Senior Project Manager for CAPEX investments in Argentina's largest wine manufacturer. Moreover, I am pursuing a Master's in Artificial Intelligence, and work as a College Professor of Statistics.

Convinced of making a transition to a cutting-edge company, I am seeking a challenging role where I can blend my newly acquired tech skills with my management background.

LANGUAGES AND TECH SKILLS

- ENGLISH (C1)
- PORTUGUESE (B2)
- FRENCH (B1)
- ITALIAN (B1)
- SQL
- PYTHON
- POWER BI



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