

Julio Ignacio Moctezuma Rivero

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Education

Georgia Tech

MSc. Data Analytics

- Developed a finance algorithm to detect market topic trends.
- Developed a recipe generator algorithm enhancing the variety, accuracy, and user relevance of recommended recipes.
- Analyzed Airbnb rental titles to generate a rental price profile, and to model pricing strategies.
- Used SAS Analytics for digital advertising assessments to advise strategy development in prescriptive analytics.

TU Delft

MSc. Biochemical Engineering

- Conducted semi-batch reactor experiments with *Aspergillus Sojae*, optimizing fermentation processes for DSM, Netherlands.

Universidad Iberoamericana

BSc. Chemical Engineering

- Engineered growth media for recombinant yeast, significantly increasing biomass and trehalose yield.

Experience

Ksita | Mexico

Owner, Data Analytics Real Estate Company (2020 – Present)

- Spearheaded a data-driven approach to optimize real estate sales and enhance customer experiences using SEO and Google Analytics.

SLB | USA

Sales & Commercial Engineer (2018 – 2020 TN visa holder)

- Executed international tenders, enhancing the success rate by 50% through strategic financial analysis and benchmarking.
- Fostered cross-departmental collaboration to streamline tender processes and package delivery.

Fuchs Lubricants | USA and Germany

Corporate Project Engineer (2016 – 2017)

- Managed major upgrades projects to increase production and storage capacities by 100%.
- Streamlined product formulations through data analysis, achieving up to a 90% reduction in redundancies.

SLB | USA and Saudi Arabia

Sales Engineer (2013 – 2016)

Coordinator of Services (2012 – 2013)

General Field Engineer (2007 – 2011)

- Engineered technical sales strategies for high-value accounts, directly influencing hundreds of millions in USD revenue and securing multi-year contracts.
- Enhanced operational efficiencies, reducing contract delivery cycles from 30 days to 1 day and boosting client operations efficiency by 50%.
- Coordinated comprehensive compliance and operational protocols for eight crews under OSHA, DOT, and EPA regulations, contributing to over \$20 million in monthly revenue.
- Led cross-functional teams in laboratory and field settings to introduce new products and resolve technical issues, ensuring zero contested tickets and adherence to safety and technical standards.
- Developed and implemented training programs for staff, improving safety, technical, and operational

performance across the organization.

Skills

Business Competencies:

- **Data Analytics:** Expertise in leveraging analytics to drive business decisions and improve operational efficiencies.
- **Sales & Commercial Strategy:** Proven track record in managing high-stakes sales and commercial operations across international markets.
- **Project & Tender Management:** Skilled in overseeing complex projects and tender processes, enhancing delivery and success rates.
- **Operational Excellence:** Experienced in optimizing logistics, coordination, and workflow to enhance organizational performance.
- **Leadership & Development:** Effective at supervising diverse teams, mentoring professionals, and fostering a creative and results-driven work environment.
- **Creative Thinking:** Distinctive ability to approach challenges with innovative solutions and out-of-the-box strategies that drive business growth and operational improvements.

Technical: Power BI, Basic Tableau, Python, R, Adobe Lightroom, MS Office, Overleaf, React basics

Laboratory Skills: Extensive experience managing various laboratory environments and equipment, with a strong background in biochemical and chemical engineering processes.

Languages: Spanish, English, Basic French, Basic Dutch

Awards and Honors

- **Schlumberger CEO Bronze Award:** Recognized for outstanding project performance.
- **Broad Band Challenge Award:** Awarded for new technology sales performance.
- **GFE Promotion:** Promoted for field engineering accomplishments.
- **Tulsa University Fracturing Course**
- **Schlumberger Fracturing School II**
- **Schlumberger Fracturing School I**
- **Vice President Award:** Honored for significant contributions to project success and team leadership.
- **Thesis Research Special Recognition:** Acknowledged for research and academic excellence.

Additional Experience

- **Owner, Soltrex:** Directed the distribution and installation of industrial and residential solar heating systems, pioneering sustainable energy solutions in diverse markets.
- **Production Engineer, Rohm and Haas:** Managed production enhancements and standardized processes for five new products, boosting production efficiency by 70% and ensuring seamless 24/7 operations.