

Personal information:

Leandro Arisi

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Married, Age: 39 years;

Objective:

- 1) Team management (engineering, production, maintenance or commercial).
- 2) Sales Executive
- 3) Product engineering

Academic/ Educational background:

MBA - Business Management; PUC - Porto Alegre, RS Completed in 2008;

B.A - Electrical Eng.; PUC - Porto Alegre, RS Completed in 2002;

Msc- Electrical Eng.; UFRGS - Porto Alegre, RS 2013, "stand by" in 2017;

Professional background:

IBG Indústria Brasileira de Gases - Porto Alegre, RS.
2019, FEB. Currently - **Regional manager**

Regional management: Administrative, operational and commercial;
Stimulate and assist sellers to close deals;
Answer the results and indicators with the matrix;
Maximize the profitability of the business unit;
Administer the branch: leading the technical staff (five employees), coordinating the commercial sector (three salesmen and four representatives) and supervising the operational network (three employees);
Meet the OPEX and CAPEX plan;
Take care of the unit, look after the assets and perfect the operation;
Lead when I need to manage when needed and perspire to get the result,
Ethical ethics and trust with the parent and CEO committee;
Serve, inspire and engage teams for the company's strategic plan;

AZ Armaturen do Brasil Ltda - Holding White Martins - São Paulo, SP.
2018, FEB to 2019, FEB - **Lead Commercial Engineer**

Changing the product scope, after successful merger between White Martins and LINDE, companies composing the group holding strategically positioned themselves in leads of the clients' portfolios;
360 degree immersion in plants: mapping opportunities, sales, optimizations, processes or services involving mechanical networks, valves, pneumatic actuators, electrical

actuators, process controls, vapors, biomass energy, fluid control and turn-key engineering;
Negotiate with client areas the mapping, approach for input of demand and purchase order;
Direct and indirect management of engineering teams and supervision of works related to the project sold;
Ensure the deadline for delivery of the steps and dates of the field measurements;
Close the workbook, measure and finalize with the customer's purchasing area;
Ensure security and indicators according to internal rules of the client and the company;
Areas of activity: Petrochemical, chemical, gas; mechanical metal; energy recycling; cutting machine; welding process; plasma; laser, naval; platforms; pulp, mining, steel, hospital, canned food; sealing of storage tanks and special gas networks

White Martins - Porto Alegre, RS.

2016, FEB to 2019, FEB **Senior Business Analyst**

Works of consulting of immersion in plants, mapping of opportunities, sales, optimizations, processes or services involving gases;
New business management: accounts and competition;
Third-party management of Turn-key clients' works (15 engineering teams);
Sales management with accounts of corporate clients, developing and presenting technical and commercial proposals;
Management of indicators, monitoring of account performance and maintenance, technical support of field teams and automation, interface with new technologies and processes, analysis of failures, identify improvements, participation of the implementation, assist in the repair of failures, elaboration of the plans and projects, team training, value generation and consultative support for success of new contracts or renewals;
Management of the entire monthly revenue account cycle MR \$ 4.5;
Management of contracts, pending payment and readjustments;
Internal support between operation and interface with client;
Orders and contracts - Key operation: guarantee consumption, stimulate consumption overruns and shield the customer.
Practice Areas: Hospital and Gas Industry; mechanical metal; energy recycling; cutting machine; welding process; plasma; naval; platforms; canned food; inertization, storage tanks and special gas networks.

REVO Telecom - Porto Alegre, RS.

2015, JAN to 2016, FEB- **Operations and Sales Manager**

Position: Operations and Sales Manager

Structure the business plan, flow of all sales processes, service channel, tracking of orders and quotations daily;
Responsible for the management of the business unit: RS and SP.
Structuring goals and monitoring of commissioning;
Responsible for the direct management of the sales team and interface with corporate clients and government market;
Management of pre-sales, after-sales and technical team; (thirty and four teams)
Pipeline management of projects, proposals and contracts;
Market Share Management;

Track production order flow, SLA service level and quality indicators;
Motivate, develop partners and manage staff constantly through weekly meetings;
Develop routines in prospecting and attendance by creating proactive actions with clients, defining team priorities and creating reports to measure activities;
Participation in the creation of distributors policy, ensuring compliance with rules and laws pre-established by ANATEL and consumer protection code;
Conflict management;

Position: Operations Manager: 2015, FEB to 2015, JUL. (Cumulative role):

Structuring the startup of the company's operation: flow of all internal and external processes for construction and operation of the network, as well as the attendance, accompanying the expansion of the Backbone, infrastructure, TX and network;
Technical legal officer;
Responsible for the management of the execution and maintenance team;
Responsible for the management of indicators, works and SLA of the business unit in the region of Rio Grande do Sul;
Project management;
Management of capillarity, OPEX and CAPEX;
Definition and monitoring of production, budget and financial flow;
Develop proactive action routines, defining team priorities and creating reports to measure activities and deadlines;
Creation of payroll policy, stock and purchase of materials

Elster - Porto Alegre, RS

2013, SEP to 2015, JAN - **National Business Executive**

Relations and sales attending electric power concessionaires: Region Brazil
Management of the entire cycle of the monthly revenue portfolio MR \$ 7.3;
Management of pending payments;
Turn-key engineering; with the projects Smart Grid, Energy;
Customer relationship and product engineering facilitator, technical assistance and contracts pending;
Orders and Contracts - Key operation: guarantee the choice of product; shielding, profitability;
Strategic negotiations for competitors' decline and interface between sectors;
Consultancy and customer support to define edict according to Law 8.666 & RFP's.
Emergency follow-up and actions to anticipate or negotiate delays in requests for contracts;
Negotiation with the client for flexibility of penalties;
Areas of practice: electrical energy measurement solutions: Smart Grid, Energy, Management, EI, MDM Server and SaaS.

Oi - Porto Alegre, RS

2004, JUN to 2013, AUG - **Sales Engineering Manager**

Pre-sales team leader; (twelve collaborators);
Team management in the routine of visits and prospecting opportunities;
Closing of specialized sales, customized or integrated solutions;
Construction of offers: fixed mobility, App, Cloud and tools for services;
Experience in project management and pipeline of commercial proposals;
Daily follow-up on order flow,

Definition and decision of priorities;

Generate new value-added businesses to contribute profitable margin;

MDM, onboard security, special network projects: 4G, 3G, M2M, (DATACENTER), Cloud, IT, RF-ID, Wifi, MPLS, IP, VAS, IPTV and APN networks;

Position: Supervisor of operations. Year: 2008 ~ 2009:

Responsible for team management and plant maintenance: 368,500 clients (Voice and Internet).

Management of technical teams: (130 indirect collaborators);

Experience in routines of indicators, repairs, works and installations;

Management performance of the internal plant to reduce OPEX;

Inspection of the external plant for network and coverage improvements;

Engineer in charge of teams for conducting works and projects involving external network, metallic cables, optical fibers and underground networks;

Position: Engineering supervisor. Year: 2004 ~ 2008:

Responsible for team management for project implementation. (27 teams)

Management of teams to implement the cellular network (Pula-Pula) and 3G.

Supervision of jobs in the GPON deployment.

Supervision of works in electrical networks: (high and low voltage)

Supervision of works in fixed, mobile, TV and SAT telecommunications networks

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2003, NOV to 2004, JUN -**Engineering manager.**

International work.

Responsible for team management and deployment of BACKBONE Latin America share of WiMax data.

Implantation of WiMax in countries of South America (Uruguay, Argentina, Brazil and Chile);

Supervision of installation and maintenance teams: (infra, TX / RX, CCTV and electrical).

GVT TELCOM

2000, NOV to 2003 SEP -**Engineering Supervisor**

Team leadership: (250 indirect employees) - Process startup

Implementation of the South regional company;

Supervision and supervision of teams for indicators goal

Supervision and supervision of teams for improvements: CAPEX, OPEX and PAYBACK;

Supervision and supervision of teams for network and coverage improvements

Conducting works and projects: external network, metallic cables, optical fibers, underground networks and WLL;

Retebras - Porto Alegre, RS

1997 MAY to 2000,NOV - **Construction Supervisor**

Responsible for the management of teams and decisions for the implementation of projects;

Supervision of works in electrical networks: (high and low voltage), generators, control panels, poles, live lines, banks of batteries, transformers, groundings and banks of capacitors;

Supervision of works in fixed-telecommunication networks: aerial cables, fiber optic cables, façades, pipes or buried, gas protection, cable seams and terminations, infrastructure, plumbing and building system;

Execution of projects (electrical and telecommunications);

Facilities and maintenance: CCTV, ATMs, coded door maintenance, preventive or corrective maintenance, installation and maintenance of telephone exchanges.

Industry (Plastic and Chemical Petrochemical): maintenance of mats, automated machines, PLCs, command equipment, robotics, printers, control panels, battery banks, transformers and grounding;

Certification and Licences:

Certification CISCO Designin for CISCO Internetwork Solution, MULTIREDE;

Design and Implementation of Mobile Networks 2G, 3G and LTE (4g), INATEL;

Management and Operation of optical network, INATEL;

Production Control Planning (PCP).

Financial indicators, sales and services.

Investment Management.

Six Sigma Management Tools

CANVAS

Total Quality Management (TQM)

Workplace safety

Extracurricular activities:

OFFICE, SGE,, SAP, AUTOCAD, SIEBEL, C ++, CRE, SAC, Android, IOS, CRMs,

ERP, SFA, Database, google adwords and Html (More than 10 years), Telecom: Mesh

Network, TCP / IP, Cisco networks (routers, switches, firewalls), communication

circuits, routing protocols (OSPF, BGP); knowledge (QoS); Knowledge (VoIP),

Software licenses, VMWARE, (DATA-CENTER) Cloud, MUX, SITES,Antennas, SAT

TV, SAT NETWORKS, CCTV, 3GCFTV, FM Radio, Fttx-GPON, GSM, TDMA, W-

CDMA, 3G, LTE (4G), Wimax, ADSL, xDSL, WIFI, RF- LAN, WAN, VPN, MPLS,

WLL, WL, DID, SDH, PABX,STM's, backbone, M-ROADM, CWDM, DWDM,

OADM and LAN-TO-LAN. (More than 10 years), Energy: AT, BT and generators,

meters, Smart Grid, Energy Management and renewable energies. (7 years)