

Julián Marcos Rodríguez Blanco

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Education

- **Master's Degree in Telecommunications Engineering.** Erasmus scholarship at Universities of Bochum and Dortmund (Germany). Engineering School in the University of Seville.
- **IESE Business School Executive MBA 2014.** University of Navarra.
- **Project Manager Professional (PMP) since february 2011.** Project Management Institute.
- **Master's Degree in Economy of Telecommunications. 60 ECTS credits.** National University for Distance Education. Scholarship from the Official Association of Telecommunication Engineers for the tuition costs.

Languages

- **Spanish** – Mother tongue.
- **English** – Fluent with full professional competency. TOEFL test: 106/120. Daily use, summer stays with families in the UK and courses in USA and England.
- **German** – Conversant. Communication and grammar courses in the University of Bochum, Germany. One year of stay and studies in German.

Work Experience

April 2010 - present

Telvent Energía, S.A. Schneider Electric.

Project Manager. Remote Control Systems Department.

Work area:

Meteorology and environment projects: automation of meteorology systems at airports, information for control towers and aircrafts, monitoring of networks of gas emissions to the atmosphere.

Responsibilities and achievements:

- Comprehensive management of national and international projects (technical organization, development and implementation) for public and private companies within the energetic and aeronautic sectors (Indra, E.On, Abengoa Solar, National Spanish Meteorology Agency), where I have developed time planning techniques, management of the scope and quality control.
- Average increase of invoicing of more than 400.000 euro annually and budget management with an average profitability of 25% by means of a methodical costs control.
- Employee management and supervision of groups composed of technical operators and site managers, fields in which I have been able to improve my leadership abilities.
- Renewals and new customer acquisitions using proactiveness.

April 2008 - April 2010

Telvent Environment, S.A. Abengoa
Projects Development Engineer
Proposals Department – International Sales EMEA

Work area:

Elaboration of bids and international projects: automation systems for water distribution networks (supervision, control and data acquisition –SCADA-), and meteorological remote control systems for airports.

Responsibilities and achievements:

- Detection of customer needs, analysis of specifications, definition of technical solutions and generation of budgets. In these fields, I had the opportunity to prove my ability to work as a team, key to personal development in the Proposals Department.
- Presentation and defense of draft projects for customers in several countries; Canada, Jordan, United States, Egypt, Libya, Sultanate of Oman and United Arab Emirates, among others. These experiences abroad helped me to improve my customer orientation, to better speak in public and to strengthen my English. Specifically, in Canada my mission was to carry out Department Manager activities, working under pressure to organize and coordinate the process of preparation of a bid and leading the team involved.
- Negotiations and deals with providers, tasks that resulted in an increase of the responsibilities in relation to the initial scope of the position.

April 2007 - April 2008

Telvent Environment, S.A. Abengoa
Business Development Engineer
Proposals Department – National Sales

Work area:

Draft elaboration of bids: automation systems for water distribution networks and meteorological remote control systems with several Spanish customers and agencies.

Responsibilities and achievements:

- Analysis of specifications, initial evaluation and generation of preliminary reports.
- Engineering, basic designs and technical definition of the bids.

Supplementary Experience

- Elected committee member (since January 2013) and founder member (in December 2010) of the Project Managers in Andalusia Association -PMA- (www.asociacionpma.org).
- Knowledge and use of Windows, Microsoft Office package, SAP and Lotus Notes.

Personal

Interest and learning agility for new languages.

Outstanding and proven abilities: organization, planning, time management, people management. Ability to self-improve, and to commit.

Enthusiastic about live music, sports (football, padel, running), suspense books and travels.

Self-taught at music instruments (Spanish guitar, flamenco percussion).