

Javier Salinas

Business Manager / Project Portfolio & Program Manager

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Summary

Business Manager / Program & Project Portfolio Manager.

Manager with large professional experience in Pre sales, Sales, Project Management and Corporate Management functions for several market sectors in Latin America. Main experience as Regional Business Manager taking care of private & public customers located among Andean Region and Central America. Responsible for business result (P/L), development and acquisition of business which included sales of a wide spectrum products and services. Experience setting up new legal entities developing strategic and operative plans to start up all commercial and operative functions. Deep experience in project management from delivery to corporate & governance functions. Extensive experience in technical, economical & financial and legal evaluation of most relevant business opportunities, the negotiation, start up and implementation of the most complex projects. Large experience as manager leading international and multidisciplinary teams. More than 14.000 hours of consultancy in Business and Project Management, training and direction activities.

Experience

Trainer and Training Project Coordinator

septiembre de 2014 - diciembre de 2014 (4 meses)

Trainer of Project Management to support the organizational change and transformation program of CFE. About 150 hours of training.

Planning and Implementation of Training Program

Trainer of Project Management at Universidad Externado de Colombia

abril de 2008 - mayo de 2014 (6 años 2 meses)

Trainer of the Project Management Module part of the Post Graduate Program "Gestión del Cambio y Desarrollo Organizacional" of the Business Administration Faculty. Aprox. 300 of Training hours.

Manager of the Corporate Program Management Office, South America w/o Brasil at Siemens

agosto de 2008 - abril de 2012 (3 años 9 meses)

Implementation of the Corporate PM Program, based on excellence models for processes, related technological infrastructure and involved people. The scope included all business sectors (Energy, Healthcare, Industry) initially for the subsidiary companies of the Andean Region and later for South America (w/o Brasil). Direction of the training and certification programs in Project Management for all involved people in project business.

Manager of the Corporate Project Management Support Office, Andean Region at Siemens
enero de 2005 - agosto de 2008 (3 años 8 meses)

Start Up and Implementation of the Corporate PM program, which included the set up and improvement of processes, methods, tools. Launching of training and certification programs. Responsible for the overall project business reporting.

Project Management Office Manager, Information & Communications, Andean Region at Siemens
enero de 2004 - enero de 2005 (1 año 1 mes)

Direction of the Regional Project Management Department (Andean Region). Responsible for the operational result of the in execution project portfolio (cost, time, scope) under the highest standards of quality and customer satisfaction. In charge of the synergy and optimization of the regional resources with the aim to warrant the improvement of the planned overall business result. Responsible of the development and professionalisation of the involved human resources. Responsible for the result of a Project Portfolio of more than US\$ 150 Million. Proficient competence in contract management including risk, change and resource management. Responsible for the successful result of a project portfolio (P/L, Customer satisfaction, PM professionalization, etc). The scope of responsibilities included the management (design, planning, follow up, control, resourcing, etc.) of the whole project portfolio following organizational guidelines and international standards (PMI®, IPMA®, etc.) and organizational maturity models. Also included the direction of an international PM pool and very specialized & cross functional teams in charge of engineering and planning tasks, logistics, procurement (goods, software & services) etc. I was directly involved in the technical, economical and financial evaluation of most relevant business opportunities and the negotiation and start up of the most complex projects and in close cooperation with the involved departments. Also I was involved in the contract negotiation for the acquisition of necessary resources, goods & services for project deployment.

Regional Business Manager(Data/Voice Sw,Transmis.,Access, Mobile Net, Outside Plant,VA Serv.) at Siemens S.A.

enero de 2001 - enero de 2004 (3 años 1 mes)

Director of a Regional Business Division, responsible for the business result. In charge of design of business strategies oriented to warrant the profitable growth. Responsible for business result (P/L), development and acquisition of more than US\$ 200 Million in Projects and solutions which included sales of a wide spectrum products and services. Direction of the Business related to big infrastructure projects in telecommunications for the biggest customers in the Andean Region and Central America. Leader of high performance multidisciplinary teams who were in charge of complex proposals and projects which included high technological solutions, civil works and very high complexity contracts.

Responsible for strategical and operative planning including sales, profit, expenses, human resources, etc.

Andean Region, Business Unit Manager(Telco Transmis. Systems, Optical Fiber & Outside Plant) at Siemens S.A.

mayo de 1998 - enero de 2001 (2 años 9 meses)

Direction of the Business Division (Transport, Data, Switching, Access, Outside Plant, Optical Fiber, etc.) including the Sales, Bid/Proposal Management Department for products, projects & solutions. In charge of integration of complex solutions involving several international specialized departments (technical, civil works, financial, legal, logistic, services, etc.). Full responsibility for business result, for the strategic & operative planning of the division, including sales, profit, costs & expenses, resources, etc.

Project Engineer at Siemens

febrero de 1996 - abril de 1998 (2 años 3 meses)

Responsible for the coordination of technical, financial, legal, administrative topics for the construction of proposals for customers in Telco, Energy and Industry sectors.

Project Engineer at Siemens S.A.

noviembre de 1994 - enero de 1996 (1 año 3 meses)

Co responsible for the coordination of technical, financial, legal, administrative topics for the construction of proposals for customers in Telco, Energy and Industry sectors.

Engineering Department Manager

julio de 1991 - octubre de 1994 (3 años 4 meses)

Presales, sales, proposals, technical service, etc. Customers of Energy, Industry Automation, Communications, Water facilities, etc.

Education

Siemens Training Center

Entrenamiento Avanzado en Gestión de Contratos, 2010 - 2010

Siemens Training Center

Advanced Project Management, 2007 - 2008

Siemens Training Center – Babson & Duke University

Advanced Management, 2005 - 2007

Forum Universidad de la Sabana

Finanzas, 2003 - 2003

Human Perspectives International

Key Account Management - Value Selling, 2003 - 2003

Universidad Distrital Francisco José de Caldas

Ingeniero Electrónico, Comunicaciones, Datos, Sistemas de Control, Electromedicina, 1986 - 1991

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[Contact Javier on LinkedIn](#)