HECTOR RAFAEL PEREZ WARIO

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EDUCATION

Massachusetts Institute of Technology   **Cambridge, MA**
Master of Engineering in Logistics, Supply Chain Management Program   **June 2015**

Universidad Panamericana Campus Guadalajara   **Guadalajara, México**
Bachelor Degree in Civil Engineering and Management   **July 2008**

Hogeschool Utrecht   **Utrecht, Holland**
Bachelor Degree in Civil Engineering and Built Environment   **June 2008**

EXPERIENCE

FABRITEC STRUCTURES, LLC   **Dallas, Texas**
Fabric architecture contractor, featured projects include London Olympic and BC Place stadiums.

Project Management Consultant   **May 2013 – July 2014**
- Designed and developed the business and sales plan for the new Latin America division. This plan secured continuity and profitability of the division.
- Coordinated a small but high skill team of designers, architects and engineers, together we tackled complex infrastructure projects.
- Managed business development and sales operations, closing three large scale projects with a revenue of more than 8 million usd.
- Reported directly to the President of the Company.

INTEGRAL ENGINEERING   **Zapopan, Mexico**
Envisioned a startup of lean six sigma project management to complex construction projects.

Owner   **February 2013**
- Developed a flexible schedule of works and engineering program for Monterrey Line 3 Train stations.
- Engineered construction plan for Espacio Elite Shopping Center located in Zapopan, Mexico.

BIRDAIR, INC   **Amherst, New York**
Leader in tensile architecture industry with more than 100 stadiums and several complex structures.

Project and Business Development Manager   **February 2012 – January 2013**
- Involved in new product development, part of the Tensotherm® fabric development.
- Reported to Senior Vice President of Sales and Vice President of Operations and managed five full time employees and ten part time consultants.
- Increased market share from 1 million usd in 2011 to 6 million usd in 2013.
- Developed strong relations with remarkable developers in Latin America.
- Developed an integral sales plan to decentralize the operations from Amherst resulting in 50% reduction of operation overhead and a 20% increase in net profits.

Project Manager Latin America   **September 2010 – February 2011**
- Managed logistics between customers and manufacturing and / or construction department.
- Managed client's communication and interaction, coordinated cash flow and payment schedules.
- Supervised Installation procedures and engineering quality control.
- Increased historical overall project profit sourcing from local suppliers and optimizing global purchase supply chain.
- Established new construction methodology for Latin America countries, using local resources.

Project Engineer   **February 2009 – September 2010**
- Developed structural models with plastic analysis in main elements, this initiative reduced the material costs in three projects in Mexico.
- Developed routines in AutoLISP to increase productivity of drafting engineering.
- Designed Loading Criteria software for the entire company, the routine calculates the exact wind pressure and coefficients saving one hour of engineering time, around 150,000 usd of engineering savings per year.

ADDITIONAL EXPERIENCE

Introduction to Complexity, online course Santa Fe Institute	2013
Technical drawing and AUTOCAD teacher at Liceo del Valle High School	2010-2012
Attended two Structural Engineering courses: Finite Element and Plastic Analysis, Imperial College London	2008
Six months internship for Dutch contractor Heijmans Infra, NV	2008
Part time Process Control Engineer for WE clothing factory outside Utrecht, the Netherlands	2008
One year part-time estimator engineer for Torrena Tower telecommunications project	2006-2007
Int'l Economics and Cross-Cultural Management diploma, University of Applied Sciences Schmalkalden, Germany	2006
Fluent in English and French (certified) Spanish (native language) and B1 level for Dutch and German	