

Edgar Alejandro Botero Pernia

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CAREER SUMMARY

Tri-lingual (English, Spanish, Italian), innovative, IT Leadership Executive with a hands-on management style and a proven track record in developing IT infrastructure solutions that include data analytics, IT Governance, SAP operations and implementations, and process re-engineering. Expert in creating technology based strategies and maintaining associated organizational financial requirements through communication with corporate financial leaders. Provided management and oversight for the development, implementation, and training, for all technology products and services, while providing analysis and new software development, to support a \$100M, 3,000 employee, global organization. Proficient at developing and implementing data analytics and metrics to track and improve sales, marketing, and client services activities. Designed and customized Salesforce CRM implementation to improve sales process efficiency that resulted in a substantial sales increase. With a business development focus, and comprehensive financial capabilities, a seasoned CIO, tech design and implementation professional, who will bring almost immediate and positive results to an organization.

CORE COMPETENCIES

- SAP HANA ERP
- ITIL, Cloud and On-premise IT
- Infrastructure: Design, Implementation, Management
- IT Governance
- Salesforce Implementation and Administration
- Business Intelligence and Microsoft Power BI
- Data Analytics / Metrics
- Budget / Financial Planning
- Strategic Planning
- Internal / External Business Relationships
- Business Operations Leadership / Support
- Technology Oversight and Development

PROFESSIONAL EXPERIENCE

Lumentum, LLC , Vero Beach, Florida

2016 to Present

Vice President, Technology Leader and Acting Chief Operating Officer

- Assigned to develop combined data and sales systems and accept COO responsibilities including applicable vice presidents as direct reports;
- Additional production units that were previous collaborating units were assigned to report to this new position;
- Provide the data analytics and research tools to hedge funds to ensure accurate information when investing in real estate assets;
- Oversee day to day global operations in support of the company's growth goal.
- Direct and coordinate all efforts to improve efficiencies including business process definitions and KPI implementation and provide regular reports to the Board of Directors.
- Customized and implemented the Salesforce CRM, creating visibility of the sales process, account management, and commission tracking, resulting in a two-year 26% sales increase.
- Initiated a Quality Management System (QMS) to define, monitor and improve business processes and operations;
- Implemented the use of Data analytics tools for both internal and customer use;
- Created and implemented a comprehensive Marketing Strategy.

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Corimon Group Conglomerate, Venezuela, Paraguay, and Dominican Republic
Chief Technology Officer (CTO)

2011 to 2016

- Selected to assist and support acquisitions of Pirelli Venezuela, Bridgestone / Firestone Venezuela, and American Standard, Dominican Republic;
- Led technology transition of three acquisitions / mergers and created new organizations assigned to design, install, and manage standardized platforms including a separate industry related ERP;
- Managed all aspects of corporate Information Technology services, including product analysis and software development, based on the strategic direction and growth plans of this \$100M global corporation;
- Managed SAP Support and Development Team as well as the corporate IT Support Team;
- Migrated and upgraded an SAP On-Premise environment to the cloud based SAP HANA resulting in a 2-year savings that exceeded \$600K;
- Defined and executed standard procedures for all IT operations, as required for ISO 9000 Certification.

Resonance De Venezuela S.A. Caracas, Venezuela
General Manager

2007 to 2011

- Assigned to lead operational role in the startup of the company including new funding and the management of Capital Investments and Human Resources recruiting and hiring. And compliance oversight;
- Actively worked with staff on revenue generation and financial planning efforts;
- Directed all administrative and operating functions and maintained oversight of all day-to-day activities;
- Participated in strategic and financial planning along with the shareholders;
- Negotiated more than \$4M in purchase agreements with main suppliers such as Ingenico, Postilion and IBM;
- Coordinated the design and implementation of the IT infrastructure of the company, including the core business solution based on an electronic financial transaction switch using Postilion.

ADDITIONAL EMPLOYMENT:

Seguros Avila C.A., Caracas, Venezuela (2004 to 2007)

- *Information Technology Manager*

Roche S.p.A. Monza, Italy (2003 to 2003)

- *Intern on the Codex2000 project*

EDUCATION

Instituto de Estudios Superiores en Administración (IESA), Caracas, Venezuela

- *Master's Degree, US Equivalent in Finance*

University of Miami, Coral Gables, Florida

- *Bachelor of Science, Computer Engineering*

Instituto de Estudios Superiores en Administración (IESA), Caracas, Venezuela

- *Project Management, Certification*

Individual Courses Include:

- *Corporate Communications Workshop*
- *High Performance and Leadership Workshop*
- *International Finance*
- *Marketing Management*