

## **CARLOS H. SILVA**

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### **OBJECTIVE:**

Looking for a strong position of Sales Engineering for Latino America (LATAM) where I will get a chance to demonstrate my technical knowledge, multicultural experience and use obtainable resources to accomplish sales and profit objectives.

### **QUALIFICATIONS:**

- Accomplished, results-oriented Sales Engineer Manager for LATAM / Engineer - Maintenance Manager / Project Engineer Manager with MBA with +23 years' experience developing processes, procedures, and standards for engineering and operations programs for major manufacturing facilities in Glass, Beverage and Energy.
- Professional with extensive sales and management experience in Latin America. Strong strategic-planning and people-management skills. Handling of over \$6 M in sales revenue across different South America countries.
- Adept at building successful teams, including hiring, training, and supervising as many as 150 employees.
- Extensive experience in multi-lingual/multicultural environment collaborating with other departments and contractors to improve operations and solve problems.
- As international Service Engineer, represented company and products, demonstrated and pre-sales equipment, installed consigned, train and marketed related equipment, serving as significant lead for sales department.
- International career in the area of administration, in general, developed in engineering products trading.
- Expert in developing bid requirements and negotiating contracts with third-party contractors.

### **EDUCATION**

- MBA – Master in Business Administration - Management, Loyola University Chicago, Illinois, USA - 2009,
- B.S. Electrical Engineer - Power Systems - Universidad Del Norte, Barranquilla, Colombia – 1992

### **LANGUAGES:**

- Fluent in English (United States citizenship), Spanish (Colombian citizenship) and Brazilian Portuguese.

### **PROFESSIONAL EXPERIENCE:**

**2015 – Current**

**COCA-COLA PUERTO RICO BOTTLERS, Cayey, Puerto Rico**

(Larger and complex bottling company in the Caribbean for the Puerto Rican market)

#### ***Maintenance Manager***

- Management multidisciplinary engineering group, US\$8M – 18k Spare Parts Room and maintenance crews in maintaining equipment at high-speed beverage production facility in a timely manner that minimized downtime of machinery.
- Establishing methods, controls, and standards for all engineering, maintenance and spare parts procedures.
- Modernized, organized and implement maintenance software I-Maint 4.1 for the Spare Parts Room, Corrective, Preventive and Predictive (lubrication, IR inspection, vibration and others).
- Collaborated with other departments to meet productivity goals and ensure preventive maintenance procedures were completed within time specified. Mentored employees to promote leadership skills and evaluated performance to provide resources to effectively overcome limitations and achieve maximum potential.
- Managed new projects and retrofit of existing facilities with minimal downtime. Worked on the planning, Start-Up. Commissioning of the several different manufacturing and facilities projects.
- Hired and trained technicians in engineering; managed engineering contracts for equipment.
- Reviewed, modified and coordinated budget documents with corporate design engineers to ensure cost estimates, plans and specifications that have been precisely described in project requests.
- Develop capital projects to improve productivity and efficiency at the Puerto Rican business unit.

**January 2014 – 2015****PRASTEC ENGENHARIA DE COMBUSTAO**

(Brazilian company specialize in combustion and energy system solutions for all type of industry for Brazil and Latin America - LATAM)

**Regional technical Sales Manager / Engineer Manager - North Brazil**

- Responsible for Manaus, Amazonas Prastec Business Unit.
- Develop market studies for expansion and growth in the region North of Brazil.
- Growth market in the North Brazilian market.
- Responsible for technical visits, elaboration of proposals, sales and post-sales.
- Research and develop of new clients and business.
- Combustion system consultant for all different kind of process and equipment.
- Increased brand recognition "Prastec" on the market of northern Brazil, particularly Manaus.
- Resolve technical and operational problems with combustion systems, including adjustments of burners, security audits and installation of equipment.
- Management of engineering projects for all kind of processes in the combustion area.
- Negotiation of new contracts and technical after-sales advice to clients from the design to the commissioning service and training.

**2011 – 2014****BLOOM ENGINEERING CORPORATION**

(This 74 years old multinational company is the leading supplier of high temperature industrial burners and associated combustion equipment. The company has extensive experience in the steel, aluminum and forges industries and also provides combustion and energy equipment for many other applications.)

***Sales Engineer Manager for Brazil and South America***

- Successfully growth sales from US\$240k fiscal year 2011-2012 to US\$3,000k fiscal year 2012-2013.
- Effectively increased sales territory from just Brazilian sales to start selling in other countries such as Chile, Colombia and Uruguay.
- Increased new orders for more than 20% and new proposals 45% compare with previously years.
- Continuously developing Bloom Engineering Brazil – Portuguese - web site.
- Combined my engineering and experience background with combustion systems, project management, sales and general management to increase sales generation and management LATAM business unit.
- Developed, engineer, manufacture, supply and management complete end-to-end combustion solutions projects of engineered products for various industrial Brazilian and multinational metallurgic manufacturer.
- Develop and delivered a regional business plan that both positions the business for, and enables long term growth and profitability.
- As a Brazilian and LATAM Sales Engineer Manager, I was responsible for businesses achievement of above average profitability and return on invested capital performance.
- As Core competencies included business planning, engineer's management, projects management, customer acquisition and key account management, product development and supply chain excellence.
- Responsible for Regenerative Combustion System sales for Brazil and Latino-America, presentations, return of investment studies, sales, commission and post sales.
- Assistance customer and partners to start complex combustion systems at large metallurgic manufacturing companies.
- Trained several engineering and operator departments to understand and increase knowledge about combustion, energy and furnace theory.

**2009 – 2011****ECLIPSE INC, Rockford, Illinois, USA**

(Worldwide Eclipse Inc. is the leading source of high efficiency combustion solutions for score of diverse industries – from metal, glass, industrial heating and drying process.)

***Projects Combustion Engineer Manager***

- Help customer to optimize process and improve combustion systems for better efficiencies and combustion results.
- Follow up and management projects from cost, kick-off meeting, design, customer interaction, and manufacturing, shipping and consigning, to have a final good customer satisfaction.
- Design a complete combustion project base in a budget pre-established mark ups.
- Cost and engineered combustion equipment and systems.
- Customer service and troubleshooting.

**2002 – 2009****COCA-COLA ENTERPRISES, Hollywood, Florida**

(CCE is the larger marketer, producer and distributor of Coca-Cola products. It is the anchor bottler for Western Europe)

***Engineer Manager / Maintenance Manager***

- Supervised maintenance crews in maintaining equipment at high-speed beverage production facility in a timely manner that minimized downtime of machinery.
- Establishing methods, controls, and standards for all maintenance procedures.
- Collaborated with other departments to meet productivity goals and ensure preventive maintenance procedures were completed within time specified. Mentored employees to promote leadership skills and evaluated performance to provide resources to effectively overcome limitations and achieve maximum potential.
- Managed new projects and retrofit of existing facilities with minimal downtime. Worked on the planning, Start-Up. Commissioning of the Dasani Line on CCE Hollywood, FL among other projects.
- Hired and trained technicians in engineering; managed engineering contracts for equipment.
- Reviewed, modified and coordinated budget documents with corporate design engineers to ensure cost estimates, plans and specifications that have been precisely described in project requests.
- Worked with corporate engineers for capital projects to improve productivity and efficiency at the Hollywood, Florida business unit.

**1996 – 2002****GUARDIAN INDUSTRIES CORPORATION, Fort Lauderdale, Florida**(World's 3<sup>rd</sup> largest float glass manufacturer and the largest producer of mirrors and high-efficiency energy coated glass for commercial and residential applications in the world.)***Engineering and Maintenance Manager / Project Manager, Fort Lauderdale, Florida***

- Increased the efficiency process of 60% to 81%, increasing use of equipment, reducing unscheduled stops.
- Established and managed the Engineering Department.
- Developed the preventive maintenance program including engineering procedures and standards.
- Hired and trained technicians in engineering; managed engineering contracts for equipment.
- Coordinated the installation of the new computer network and telephone line project around the factory to improve the logistics of communication and use of computerized equipment.

***Project Engineer, Balsa Nova, PR, Brazil***

- Developed budgetary specifications and researched international contractors for new glass batch house in the amount of US\$ 15 million.
- Evaluation of innovative technologies for \$ 160 million in production and installation of glass.
- Reviewed, modified and coordinated budget documents with corporate design engineers to ensure cost estimates, plans and specifications that have been precisely described in project requests.
- Evaluated and approved independent contractors for equipment installation and field modifications.
- Created and approved mechanical and electrical drawings; I conducted field Prepared cost estimation and project timelines; I developed relationships with Brazilian pre-engineering works contractors and distributors of steel for the construction of the factory. Inspections.
- Prepared cost estimation and project timelines; I developed relationships with Brazilian pre-engineering steel manufactures contractors and distributors for the construction of the factory.

***Maintenance Manager, Porto Real, RJ, Brazil***

- Established and managed the Maintenance Department of the new factory of Guardian Industries located in Porto Real, RJ, and Brazil.
- Hired, trained and supervised a staff of 40 employees, including technicians, supervisors and engineers.
- Developed the maintenance physical layout of the maintenance area and established solid relationships with manufacturers and suppliers of Brazilian electrical and mechanical tools.
- Coordinated the maintenance personnel from multicultural backgrounds such as Europe and Latin America during the initial process of factory and installation of new equipment.
- Implement the maintenance software "Maximo" as the maintenance tool for the new factory; trained maintenance, engineering and operational personnel in factories of Venezuela and Brazil.
- Implemented and managed projects after construction of the factory in values of \$ 2 million.
- Assisted in the implementation of the ISO 9002 and ISO 14000 developing new procedures.

**Hot End Supervisor (Furnace, Batch House, Tin Bath, Lehr), Maintenance Supervisor, Electrical Eng., Kingsburg, California**

- Supervised 12 hot end operators and managed physical assets like the oven, mixing House and tin bath.
- Supervised, trained and led a team of maintenance technicians.
- Project engineer for several improvement projects.
- Coordinated yearly infrared predictive maintenance in the whole electrical system of the plant.