

RICARDO CALDERON

12430 SW 50 St AP 101
Miramar, FL 33027

Mobile: 786-355-9243
Email: rical039@hotmail.com

Professional with sales and business development expertise looking for organization that encourages international exposure and experience. Committed to Sustainable sales and effective customer service as key for commercial lasting relationships.

Areas of expertise: sales (business to business, business to consumer, retail and customer service) and business development; experience in management, financial and marketing fields. Fluent in Spanish (including Technical Financial and marketing terms) and proficient in Excel, PowerPoint and Word.

EDUCATION

FLORIDA INTERNATIONAL UNIVERSITY (FIU), Miami, FL

Master in International Business Aug 2010

G.P.A. 3.88/4.0

Balanced half time employment as Graduate Assistant and graduate studies

UNIVERSIDAD DEL NORTE, Barranquilla, Colombia

Master in Business Administration (M.B.A.) Feb 2007

Balance full-time employment and graduate studies

UNIVERSIDAD DEL NORTE, Barranquilla, Colombia

B.S. in Industrial Engineering. Feb 1999

Accredited by the Accreditation Board for Engineering and Technology (A.B.E.T.)

EXPERIENCE

FLORIDA INTERNATIONAL UNIVERSITY

Miami, Florida

Graduate Assistant for the Supply Chain Management Center Apr 2010 – Aug 2010

- Management of the administrative, operative and financial aspects for the development of seminars and forums of the center scheduled for fall 2010 and 2011.
- Development of the marketing campaigns for the promotion of the seminars scheduled for fall 2010 and 2011.

AGA FANO (LINDE GROUP)

Cartagena, Colombia

Sales and Technical Support Engineer.

May 2008 – Dec 2009

- Development of marketing and sales strategies allowing execution of 105% of the commercial budget with sales over \$6 M a year.
- Management of key accounts reaching the improvement of the payment recovery budget over 100%.
- Application of the company pricing policy obtaining increases in 5% average.

PORVENIR P.L.C. PENSIONS FUND

Barranquilla, Colombia

Regional Investment Analyst

Jan 2005 – May 2008

- Oversaw the sales force reaching the 105% of the commercial budget.
- Directed the enforcement of the money laundry prevention policy of the regional with the 100% of effectiveness.

Regional Pension Bond Analyst

- Managed the sales personnel reaching the 110% sales budget.
- Controlled customer service policy for the region serving more than 10.000 customers obtaining a 95% level of satisfaction.

COMERCIALIZADORA R.C.P. E.U.

Barranquilla, Colombia

Director

Jan 2004 – Dec 2004

- Managed key and corporate accounts reaching rise of a 30% of the profits for the year.
- Implemented operational and administrative indicators, accomplishing a 50% rise of personnel productivity.

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RANGER DE COLOMBIA LTDA.

Barranquilla, Colombia

Director

Jan 1999 – Aug 2003

- Conducted operational aspects of strategic alliances of the company for different projects getting 25% of the Caribbean Region market share
- Oversaw administrative, financial and commercial fields.

Director Assistant

- Managed the purchase and start up of surveillance and communications equipment improving company logistic.
- Implemented operational and administrative performance

MONOMEROS,

Barranquilla, Colombia

Engineer in training program

Jan 98 – Jul 98

- Created the Manual of procedures for the Foreign Trade of Materials Management.
- Reduced the Material Disparities from \$70.000 \$0 of supplies.