Enrique S. Serizawa

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Strong experience managing key account relationships at executive and C-suite level. Experienced with full lifecycle new product/service sales and implementation to large complex clients. Street smart, self-starter and a problem-solver. Well organized and confident to work independently but will be a strong team player. Process oriented and willing to follow and take ownership for enhancing organizational processes designed to ensure efficient, consistent customer relations.

**Work Experience**

* **General Manger | Coco Crepes | Houston Tx**

**Apr 19 - present**

* **Business Development Manager | OGO | Mexico**

**Oct 14 – Apr 19**

* Role involves negotiation of agency agreements, relationship management and business development for Software, Services and Equipment manufacturer companies in the Oil & Gas Industry.
* Added 5 key strategic partners to our commercial agency portfolio.
* Closed 3 MSA for USD 15 million plus over the last 18 months.
* Generation of sales leads through marketing and business development strategies.
* Lead a team of Technical Sales Reps for BD activities.
* **Management Consultant | OGO | Mexico**

**Sep 13- Oct 14**

* Management consultancy in Oil Field Development Projects for Mexican National Oil Company PEMEX
* **Turbine Tech Mgr. | Turbocare | Venezuela**
* **May 11- Dec 13**
* Lead a Major Technology Transfer Project for Turbine Components Repair Processes that allowed to upgrade the Mcbo Shop capabilities and increase sales by 25%.
* Led cross-functional team in strategic assessment of new process implementation. Develop a training program to get operators, QC inspectors and repair engineers proficient with the new processes. Develop a database of forms and document that made the technical info required for the repairs easy to use and access. This allowed to achieve process certification from our Corporate Auditors on time.
* Served as a liaison between facilities in Poland, Italy, US and Venezuela for Technical evaluation of major projects.
* Created training program for new engineers, which significantly decreased average ramp up time.
* Supported Marketing Dept. in bidding processes.
* **Quality Control Mgr| Turbocare | Venezuela**
* **Feb 08- May 11**
* Revamped the QC/QA infrastructure, equipment and procedures to align the QC process with the OEM/ISO Standards and successfully obtain ISO 9001 and 14001 certifications.
* Created an internal Metrology Lab to solve recurrent issues with tool availability and inspection quality.
* Lead a team of QA/QC engineers and Inspectors.
* **Well Logging Eng. | Baker Hughes | Venezuela**

**Jun 04-Feb 08**

* Worked as a field engineer and sales representative for field service jobs.
* Trained in Midland Texas and Montrose, Scotland to perform open hole jobs including Magnetic Resonance, Acoustic Imaging, Reservoir Pressure Testing and Fluid Sampling.
* Trained to handle well head high pressure control equipment (10kpsi)
* Radioactive and explosive material handler training.
* Performed operational, administrative, planning and logistic tasks for offshore and remote jobs, leading a crew of field technicians.

**Education**

* **Data Analytics focused on Financial Technology.** Rice University (2019-2020). Houston TX.
* **B.S. Mechanical Engineer**. Zulia University. Promotion Position 4th/125. (1997-2002). Maracaibo/Venezuela
* **Operation Management**. Rafael Belloso Chacín University (2003-2004). Maracaibo/Venezuela
* Restaurant Management. Institute of Strategic Management of Zulia State. (2012

**Languages**

* Spanish/English
* Basic Japanese

**Extracurricular Activities**

* Volunteered with Upwardly Global to help professional refugees prepare to access the US job market. (2016-2017)
* Volunteered with an Elderly Retirement Home from Saint Vincent of Paul.
* Golf, tennis, racquetball, soccer, ping pong.

**Business Ventures**

* @EpaArepa (twitter.com/EpaArepaVE), Created and operated a Fast-Casual concept from scratch that presented local comfort food in a fresh modern way. (2012-present). Maracaibo/Venezuela
* Tecnologia Omega, Supplier of Laboratory equipment and consumables, serving Petrochemical in Venezuela, Utilities and Oil & Gas Service Companies. Sold in 2013. (2007-2013). Maracaibo/Venezuela
* Baba Investments, Transportation company, served a major Brewery. Sold in 2010. (2008-2010) Maracaibo/Venezuela
* Successfully complete a fix and flip with a $50k net profit. – 2018.