

Gabriel Ainza

Lic. Finanzas

As a finance graduate and a technology entrepreneur enthusiast with strong automotive and financial management expertise, my holistic approach seamlessly blends financial insight with analysis, data and business skills, with over 8 years in the automotive and tech industry, I have successfully founded and managed two businesses that have delivered significant impact through innovative financing strategies.



Experience

FINTECH CONSULTANT

UCOMBI HERMOSILLO, MEXICO

2021 - Present

Department: Data Analysis, Research and Development

With over 8+ years of experience in the auto credit industry, I contribute by identifying trends and opportunities for effective market penetration.

</>Analyze data and patterns to uncover emerging opportunities.

</>Contribute creative ideas based on my experience.

</>Detailed explanation of the characteristics and development of the automotive industry.

OPERATIONS MANAGER

TOP CAR SEMINUEVOS HERMOSILLO, MEXICO

2017 - 2023

OPERATIONS MANAGER

Department: Operations.

I realize an OM is focused on the human aspect, understanding my team, actively listening to their needs, and effectively conveying our strategies and company goals, I ensure that they don't feel overwhelmed by work and strive to create an atmosphere where they can enjoy the process. This approach emphasizes a people centered culture, where team satisfaction, engagement, and well being are prioritized

</>Feedback and Support </>Clear Communication with the Team

</>Innovation and Input

CONSULTANT AND BUSINESS ANALYST

STARTUP - AINMO FINACIERA HERMOSILLO, MEXICO

2020 - 2021

Department: Business Development.

I played a crucial role in driving the company's growth and opportunities, especially in the challenging context of a startup. Additionally, the pandemic enabled us to seize numerous economic opportunities that arose through online platforms.

</>Analysis and Problem Solving </>Requirement Elicitation and Solution Design </>Communication and Change Management

SALES MANAGER

TOP CAR SEMINUEVOS HERMOSILLO, MEXICO

2015 - 2017

Department: Sales.

Leads and supervises the sales team, sets sales goals, develops strategies to increase sales, and ensures desired outcomes are achieved.

</>Team Leadership and Management </>Sales Strategy Development

</>Performance Analysis and Reporting

Education

Beachelor Degree in Finance and Economics

Universidad del Valle de Mexico

Solid knowledge of project management, budget planning, capital management tools and accounting.

Business Analytics and Data Science

Johns Hopkins University

SPECIALIZATION: DATA ANALYSIS AND PYTHON.

During the course, I acquired a variety of skills in Business Analytics and Data Science, I learned how to use tools like Microsoft Excel, Tableau, Python, and R to analyze financial data and perform predictive analysis.

Financial Technology Innovations

University of Michigan

SPECIALIZATION: FINANCE AND FINTECH .

Learned about exciting developments where finance meets technology, explored how blockchain secures transactions and how artificial intelligence is changing the way we make financial decisions.

Data Analisys

GOOGLE

SPECIALIZATION: PREPARE, PROCESS, ANALYZE, AND SHARE DATA.

Through the Google Data Analytics Professional Certificate program, I completed a comprehensive curriculum of eight courses developed by Google,

which allows me to efficiently prepare, process, analyze and communicate data, making it possible for me to take wise and impactful action.

Finance and Capitals

Universidad Nacional Autonoma de Mexico

SPECIALIZATION: BUSINESS AND PERSONAL BUDGETS.

Gained knowledge of financial management, including personal and corporate aspects. I have gained experience in budgeting, investment strategy, risk assessment and financial planning.