

# GUILLERMO EDUARDO CRUZ GARRI

**Industrial Civil Engineer | Business Analyst | Business Intelligence & Performance Strategy**

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**Location:** Malta - Zebbug | **LinkedIn:** <https://www.linkedin.com/in/guillermo-cruz-garri/>

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## PROFESSIONAL SUMMARY

Results-driven Industrial Civil Engineer with **15+ years** of experience in financial data analysis, process automation, Business Intelligence implementation, KPI development, performance monitoring, and BI reporting. Proven track record of partnering with senior executives (C-Level) to deliver strategic insights, support executive decision-making, and drive accountability and performance culture across global organizations in different sectors like education, mining, food, and construction. Proven expertise in **advanced Excel, Tableau, SAP B1**, and financial modeling with quantifiable achievements in operational efficiency and cost reduction. With strong leadership, emotional intelligence, and communication skills. Seeking to contribute to a high-impact role by delivering actionable insights and supporting business strategy.

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## CORE COMPETENCIES

**Business Intelligence & Analytics:** KPI Development • BI Reporting & Visualization • Business Intelligence Implementation • ERP Integration • Performance Monitoring • Budgeting & Forecasting • Data-Driven Decision Making.

**Stakeholder Management:** Senior Leadership Advisory • Cross-functional Collaboration • Executive Reporting • Change Management.

**Tools & Technologies:** Power BI • Tableau • SAP B1 • SQL • Excel Advanced • Process Automation • ERP Integration.

**Leadership & Soft Skills:** Mentoring • Emotional Intelligence • Strategic Thinking • Communication • Team Development.

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## TECHNICAL PROFICIENCIES

Category	Tools & Technologies	Proficiency
Spreadsheet & Analysis	Excel, Google Sheets, Macros Programming	Advanced
Business Intelligence	Tableau, Power BI, Easy Morph	Advanced/Intermediate
ERP Systems	SAP B1, Microsoft 365	Advanced
Data & Automation	SQL, AppSheet, Process Automation	Basic to Advanced
Visualization	Visio, Miro Workspace	Advanced

## PROFESSIONAL EXPERIENCE

### Administration Officer | Mare Blu Tuna Farm Ltd | Malta

*July 2023 - Present (2+ years)*

- **Developed personalized operational reports** for executive leadership, providing key operational insights and performance metrics
- **Improved supply chain control** by implementing advanced tracking systems for bait supply, stock levels, and feeding quantities
- **Created simulation models** for operational forecasting including feeding rates, stock depletion timelines, growth projections, and harvest size optimization
- **Achieved 85% time reduction** in supplier payment processing by automating Excel-Outlook integration with macros (from 14 to 2 hours)
- **Designed labor analytics systems** to track statistics and overtime for part-time employees, improving workforce management

### Director of Planning and Management Control | Fundación Educacional Escondida (BHP) | Chile

*April 2019 - December 2022 (3 years 9 months)*

- **Partnered with executives to define KPI frameworks**
- **Led SAP B1 implementation** within a multidisciplinary team, ensuring timely deployment and system integration
- **Achieved digital integration** of SAP B1 system with satellite network infrastructure
- **Implemented business intelligence modules** that significantly improved management reporting response times and supported strategic decision-making.
- **Developed bespoke budget forecasting tool**, enhancing strategic decision-making capabilities and financial planning accuracy
- **Managed financial planning and control** for educational foundation with multi-million dollar budget

### Management Control Leader | Ferrovial (Broadspectrum) | Chile

*May 2014 - April 2018 (4 years)*

- **Reduced month-end closing time by 99%** from 3 days to 1 hour through Excel/ERP interface optimization
  - **Drove continuous improvement initiatives** with verifiable results, contributing to company turnaround from loss to profit over 2 years
  - **Built a hybrid financial system** linking accounting ERP with external data sources via Excel, **saving over €100K** in software acquisition and development costs
  - **Implemented data-driven financial controls** and reporting mechanisms for mining operations
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## EDUCATION

**Industrial Civil Engineer** | Universidad Católica del Norte, Chile | 2014

*Professional Certification: Apostilled (EAC2256073) - Internationally Recognized*

## KEY ACHIEVEMENTS & QUANTIFIABLE RESULTS

- **€100K+ Cost Savings:** Developed a hybrid ERP-Excel system, avoiding expensive software acquisition
  - **85% Process Efficiency Gain:** Automated payment processing reduces time from 14 to 2 hours
  - **99% Time Reduction:** Optimized month-end closing from 3 days to 1 hour
  - **Company Turnaround:** Contributed to a 2-year transformation from loss to profitability
  - **Multi-System Integration:** Successfully integrated SAP B1 with satellite networks and external data sources in 6 months.
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## LANGUAGES

**Spanish:** Native | **English:** B2 (Professional Working Proficiency)

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## ADDITIONAL EXPERIENCE

Previous roles include: Head of Operations, Head of Acquisitions and Logistics, External Consultant, Software Developer, Cost Analyst, Mining Site Supervisor, QMS Manager - demonstrating versatility and comprehensive business understanding across multiple industries and functions.

Ing. Guillermo Cruz Garri  
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Malta  
Ref No: MQRIC 2025/39711

**EVALUATION OF PROGRAMME OF STUDY**

Country of Programme:	Chile
Name of Awarding Institution:	Universidad Catolica del Norte
Status of Institution:	Recognised
Title of Programme:	Título de Ingeniero/a Civil Industrial
Date of Award:	09/04/2014
Status of Programme:	Recognised
MQF/EQF Level:	Comparable to MQF Level 6

**Additional Remarks:**

MQRIC informs that the Mutual Recognition of Qualifications Act XV111 of 2002 empowers Designated Authorities to make further evaluation of qualifications and experience. For information on registration to practice the profession in Malta, one can contact the "Kamra tal-Periti". Their contact details can be found on the Malta Further and Higher Education Authority at the following link: <https://mfhea.mt/list-of-regulated-professions-and-competent-authorities/>

This statement is an informed opinion based on information made available by the applicant and the research undertaken at the time of issue of this statement, and is not a confirmation of the authenticity of the submitted certificates.

The status of recognition of an awarding institution or of a programme and its respective level rating is not definitive. MQRIC reserves the right to reissue statements amending its previous opinion based on newly available information regarding the awarding institution or the programme.

This statement does not purport to indicate whether a holder of a programme, whether recognised or otherwise, is suitable for a particular profession or eligible for any position, gain, scholarship or other benefit, and an assessment for such suitability remains with the person or entity contracting with the holder of a programme.

An appeal may be filed within 10 days from the date of issue of this statement in accordance with Regulation 8 of the Malta Qualifications Recognition Information Centre and the Mutual Recognition of Qualifications Appeals Board Regulations, which appeal should be lodged with the MQRIC Appeals Board, Office of the Permanent Secretary, Ministry of Education and Employment, Great Siege Road, Floriana VLT 2000. Alternately, appeals may be e-mailed with all pertinent attachments to [mqrhc-appeals.meyr@gov.mt](mailto:mqrhc-appeals.meyr@gov.mt)

This statement was issued on the 25/09/2025



Dr. Stefan Sant  
Head MQRIC

## MQF level

Minimum ECTS Required for a Qualification\*

8	
7	30
6	180
5	30
4	30
3	60
2	60
1	40

\*Programmes assigned fewer ECTS than indicated will be classified as Awards. Old or foreign programmes may not always have ECTS listed.

ACE ENGLISH MALTA  
**CERTIFICATE**

This is to certify that

***Guillermo Eduardo Cruz Garri***

has successfully completed the following course at

**ACE English Malta**

**ACE Group 20**

(20 lessons per week)

at

**Upper-Intermediate / B2**

From

**03/07/2023 - 21/07/2023**

(Attendance 84%)

**Tiffany Borg**

**DELTA. BA (HONS)**

**Director of Studies**



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## Common European Framework Reference

### Global scale

<b>Proficient User</b>	<b>C2</b>	Can understand with ease virtually everything heard or read. Can summarise information from different and written sources, reconstructing arguments and accounts in a coherent presentation. Can express him/herself spontaneously, very fluently and precisely, differentiating finer shades of meaning even in more complex situations.
	<b>C1</b>	Can understand a wide range of demanding, longer texts, and recognise implicit meaning. Can express him/herself fluently and spontaneously without much obvious searching for expressions. Can use language flexibly and effectively for social, academic and professional purposes. Can produce clear, well-structured, detailed text on complex subjects, showing controlled use of organisational patterns, connectors and cohesive devices.
<b>Independent User</b>	<b>B2</b>	Can understand the main ideas of complex text on both concrete and abstract topics, including technical discussions in his/her field of specialisation. Can interact with a degree of fluency and spontaneity that makes regular interaction with native speakers quite possible without strain for either party. Can produce clear, detailed text on a wide range of subjects and explain a viewpoint on a topical issue giving the advantages and disadvantages of various options.
	<b>B1</b>	Can understand the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, etc. Can deal with most situations likely to arise whilst travelling in an area where the language is spoken. Can produce simple connected text on topics, which are familiar, or of personal interest. Can describe experiences and events, dreams, hopes & ambitions and briefly give reasons and explanations for opinions and plans.
<b>Basic User</b>	<b>A2</b>	Can understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. very basic personal and family information, shopping, local geography, employment). Can communicate in simple and routine tasks requiring a simple and direct exchange of information on familiar and routine matters. Can describe in simple terms aspects of his/her background, immediate environment and matters in areas of immediate need.
	<b>A1</b>	Can understand and use familiar everyday and very basic phrases aimed at the satisfaction of needs of concrete type. Can introduce him/herself and others and can ask and answer questions about personal details such as where he/she lives, people he/she knows and things he/she has. Can interact in a simple way provided the other person talks slowly and clearly and is prepared to help.



**ACE ENGLISH**  
MALTA