

Name: Ramiro Nantez Gómez

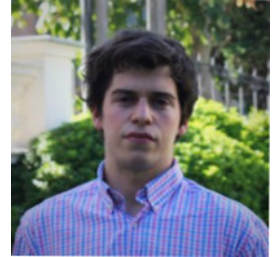
Born Date: 31/10/96

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Experience

Startup Co-Founder, experience in Business Development.
Knows Spanish, English and Portuguese
Went to Universidad de Montevideo (Uruguay), University of North Florida (US) and University of Jyväskylä (Finland).



• Professional

o Co-Founder at “Inflexium” (January 2017- Present)

We help businesses in the Healthcare, Logistics and Industrial sectors to optimize their assets and reduce Maintenance costs by implementing our Internet of Things solutions and Software that we developed. Startup Incubated in “Ingenio” the Incubator of the Technological Laboratory of Uruguay (LATU).

Activities ranging from:

- Pitching to the selection committee of the incubator and local industry experts.
- B2B Sales From establishing the sales strategy, executing it, and monitoring it.
- Customer Service to current clients.
- Facilitator between Customers & Engineering team to determine objectives, scope of the projects in order to estimate the outcome.
- Establishing and maintaining relationships among our partners.
- Showing products in conferences & pitching in congresses.

o Real Estate Agent at RE/MAX (April- November 2016).

I assisted clients in all the stages involved in all real estate transactions Selling, Buying or renting Residential properties or lots. I had trainings with my broker and special guest about marketing, sales, negotiations. I offered consultancy services related to this area like: Comparative Market Analysis, Marketing Plans based on the client's need.

o Business Development Assistant in Biometria UY (March-Dec 2015).

Some of the key responsibilities:

- Establishing accurate communications with the Asian suppliers of the company by e-mail or Skype.
- Development of presentations for trainings and for showing the products & services of the company.

• Academic:

o **International Business** student at “University of North Florida” awarded with the “Latin American & Caribbean” Scholarship. (2017- 2018).

o Finishing my degree in “**International Business**” at “Universidad de Montevideo. (2018).

o Sponsored to obtain the “Leadership Certificate” by “PS27 Ventures” Venture Capital firm in Jacksonville.

o Assisted to a Winter School in University of Jyväskylä in Finland.

o Finished high-school (pre-university) at 'JUAN XXIII' Social-Economics baccalaureate. (2014)

Languages: ENGLISH, SPANISH & PORTUGUESE

o Proficient English level: I lived in Jacksonville, FL between 2017 and 2018 while studying at “University of North Florida”.

o Between July & August 2015, I was in California and I assisted to some lectures at “Chapman University” as a listener to improve my English's skills and for preparing for the TOEFL exam.

o When I was 15 years old I've took the FCE exam of University of Cambridge.

o Attended to Saint Brendan's school Bilingual school with the “International Baccalaureate” “IB” program (2011).

o I also know **Portuguese**, I took a course in my university and I lived **8 years in the border with Brazil** and Uruguay.

• Sport

o Water polo player from Uruguayan Youth National Team (Until 2015)

o in 2013 I won a scholarship by FINA (International Swimming Federation) I went to train to California while practicing English for one month.

o Currently practicing and Training.