

## Contactar

[www.linkedin.com/in/joaquinpontes](https://www.linkedin.com/in/joaquinpontes)  
(LinkedIn)

## Aptitudes principales

Gestión de proyectos

SAP

Engineering

## Languages

Portugués (Native or Bilingual)

Italiano (Elementary)

Inglés (Full Professional)

Español (Native or Bilingual)

## Publications

Consultor

Profesor

# Joaquin Pontes

Business Development Manager Packaging & Solutions - SAM,  
CA&C at ABB  
Argentina

## Extracto

### PROFESSIONAL OBJECTIVE

I am a dedicated and results-oriented person with a successful experience for profitable business growth through the creation and execution of strategies, systems, and business tools to operate effectively, implement programs and coordinate cross-functional initiatives of the concerned parties.

Some relevant details about my skills include excellent interpersonal communication and negotiation skills, business experience, ability to develop excellent relationships and promote teamwork and inclusion, business development and management including multidisciplinary teams, proactive leadership and initiative with a focus situational for effective negotiation, flexibility to adapt to different cultural contexts and situations.

I aspire to face new challenges associated with a results-oriented management position, since I am interested in areas such as business development, project management, strategic management, supply development or engineering management.

Available to travel internationally and relocate abroad.

Yours sincerely,

Joaquin Pontes

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## Experiencia

ABB

10 años 11 meses

Business Development Manager Packaging & Solutions - SAM, CA&C  
junio de 2018 - Present (3 años 10 meses)

Buenos Aires, Argentina

Business development and commercial strategies, business plans for  
Packaging & Solutions in LATAM and CA&C HUB.

Responsible for P&L accountability, marketing, team leadership, business. Project executions applying coaching to project managers and risk control in large projects in different countries.

Develop several marketing plans involving local organizations, focused on the most important segment and clients, and implement a pipeline review in CRM-SF cross country and type of solution.

Development of action plans and initiatives to increase competitiveness, market insertion, market studies, training, advertising, business models, and active participation in congresses promoting solutions.

Active development in the creation of demand in the new segments (DtC, Renovation, EV), periodic review of the strategy to identify niches, develop follow-up and support for the development of the business.

#### Modular Systems & Packaging - South America HUB

junio de 2018 - diciembre de 2021 (3 años 7 meses)

Greater Buenos Aires, Argentina

#### HBU Electrical Project Execution and Engineering Manager

mayo de 2011 - junio de 2018 (7 años 2 meses)

Argentina, South America

Commercial and operation responsible of a business unit in industrial projects

Development of commercial strategies and business plans for Electrification business in Latin America.

Responsible for P&L Accountability, Team Leadership, Supply Chain, Head of Sales, Project Execution, Engineering, Construction, Erected, Startups, QA/QC and safety encourage.

Coordination of an Operational Excellence Planning for market optimization and best practice.

#### Independent

##### Senior Safety Specialist

enero de 2009 - Present (13 años 3 meses)

Argentina

Senior safety specialist in process risk management.

External consulting, postgraduate professor and conference speaker with proved experienced in Leading Process Safety Management (PSM). Study fields include Process Hazard Analysis, integrating sustainability initiatives and corporate governance.

#### Dupont - Sabanci - Kordsa Global

Engineering, IT and Safety Manager

abril de 2007 - mayo de 2011 (4 años 2 meses)

Management, design, erecting and technical & financial evaluation for investment projects.

Responsible on Process Safety Management and Asset Productivity and DuPont Sustainable Solutions with a strong background in Process Safety Management (OSHA 1910.119).

#### Most important achievements

Design and construction of powerhouse to supply electric power, Dowtherm, steam, different waters, air, nitrogen, natural gas, diesel oil and industrial draining. We have worked 500.000 manpower hours and 150 persons at same time without accidental or danger to existing facilities.

Project modernization in production area, developed a new control strategy system "Real Time Release" and improved the process and productivity by 15%.

Electrical conversion from 440V-60Hz to 400V-50Hz, more than 3 MVA and 1000 motors, increasing the reliability, with an award in innovation "Sabanci Golden Collar Award".

New manufacturing system for integration floor level data, analyzing and producing reports smart online, allowing takes decision and optimize energy resources and opportunities.

Implemented new data center with full virtualization capability including: Rack Oracle DB, Exchange, Active Directory, ERP, Voice IP system, Communication Manager, Rights Management Service, IMSS, Office Scan, Nagios, RSA Token, Wide Area Networking, CRM & CCM and ISO 27001 procedure.

Economic improvement in a Brazilian plant, for saving cost and improvements in utility and production, achieving a reduction of KU\$S 1,000 per year.

#### SI Proyectos

General Manager, Operational, commercial and technical responsible febrero de 1993 - abril de 2007 (14 años 3 meses)

#### Most important achievements

Business analysis of investments and operations:

New production plant and distribution for a Dupont Peroxide plant covering all Mercosur market.

Manufacturing painting plant in RENNER DUPONT.

Engineering procurement and construction

Expansion capacity and new process in Lycra manufacturing plant in Dupont.

Oil movement master plan in Shell refinery.

New power plant 35 MVA with cogeneration in Shell refinery.

Several Project in petroleum oilfield, "Pampa del Castillo SIPETROL", "Valle Hermoso PAN AMERICAN ENERGY", "Campo Duran", PLUSPETROL PERU CORPORATION.

New robotic production line in DUPONT.

Electrical and civil installations on container cargo terminal #5 in Buenos Aires Port.

Smoke detection system in DUPONT, 4000 detectors, Budget KU\$ 1.000.

New unloading system for danger products in DUPONT ARGENTINA.

Engineering master plan in MONSANTO.

Reengineering of the sector and execution of the Zarate plant New Warehouse project in MONSANTO.

Turnkey control river pump in DUPONT plant.

New oven's pathology in Neuquén.

New building of Dupont medical center.

Sewer water depurating plant in DEGREMONT.

River pump project MOLINOS RIO DE LA PLATA.

DuPont Argentina S.A.

E&I DESIGNER

1986 - 1993 (7 años)

Responsible for operational management, development and management of projects including multidisciplinary teams in large projects, result oriented.

Specially I am working in strategy, Business Development and OPEX.

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## Educación

Universidad de Palermo

Master of Business Administration (MBA), Administración y gestión de empresas, general · (2014 - 2015)

Universidad de Buenos Aires

Facultad de Ciencias Economicas, Financial analysis · (2012 - 2012)

Universidad Tecnológica Nacional

Bachelor of Engineering (B.Eng.), Electricity · (1997 - 1997)