

Contactar

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Aptitudes principales

Fluent English
AutoCAD
Excel

Languages

English

Ulises Strangis

Business Area Manager, ABB Motion
Buenos Aires

Experiencia

ABB

14 años 3 meses

Business Area Manager

enero de 2021 - Present (1 año 3 meses)

Buenos Aires, Provincia de Buenos Aires, Argentina

Manager for Motion Business Area. Responsible for motors and drives business for Argentina, Uruguay, Paraguay and Bolivia

Local Business Manager

enero de 2018 - enero de 2021 (3 años 1 mes)

Ciudad autonoma de Buenos Aires, Argentina

Responsible for motors and generators business for Argentina. Drive profitable growth through the implementation of the global strategy and ensures business development including profit and loss (P&L). Deliver operational and project targets to ensure customer satisfaction and improve net promoter score. Oversee all marketing and sales activities within the local unit. Drive executional excellence across all products/projects/services and processes through target setting, monitoring and benchmarking for innovative processes. Drive productivity, delivery performance and cost optimization. Guide, motivate and develop direct and indirect subordinates.

Service Unit Manager

noviembre de 2013 - diciembre de 2017 (4 años 2 meses)

Buenos Aires, Argentina

Implement the global service strategy for robotics business unit in Argentina and ensure business development, including profit and loss (P&L). Run the day to day service business to ensure profitable growth and improvement of service productivity. Ensure the execution of projects according to agreed targets in terms of schedule, quality, financial results and customer satisfaction. Improve service availability, provide training, develop capabilities and competencies.

Project Manager

abril de 2012 - octubre de 2013 (1 año 7 meses)

Buenos Aires, Argentina

Lead the execution of projects and ensure that all related activities are performed in accordance with contractual agreements, quality standards, health, safety & environment requirements, financial targets, as well as schedule commitments. Identify and share lessons learned. Assure and seek to improve customer satisfaction. Actively pursue desired changes in order to obtain additional sales, to increase margin and to lower risk exposure. Work with various suppliers to obtain overall best possible purchase, in cooperation with the supply management function.

Project Leader Engineer

enero de 2010 - marzo de 2012 (2 años 3 meses)

Buenos Aires, Argentina

Assign tasks and coordinate work with entry level engineers, technicians and administrative staff. Drive and develop electrical engineering, mechanical specifications, safety specification and requirement for robotics cell. Analyze and choose electrical components and peripherals (robot tools/gripper, robot cabling, automation systems, sensors, enclosures, switches and electrical components). Assist in preparing proposal/presentation of engineering projects/ programs (provision of bills of materials, estimated engineering hours, etc.).

Application Engineer

enero de 2008 - diciembre de 2009 (2 años)

Buenos Aires, Argentina

Design and implement solutions for industrial process using robots and automation systems. Develop software for ABB Robots for several industries and applications (automotive, metals, plastics, foundry, packaging and palletizing). Simulate robotics applications using ABB RobotStudio and layout definition with AutoCAD 2D/3D. Project commissioning: FAT / SAT process and course training development/delivery. Provide effort estimation to Engineering Manager based on defined set of requirements for creation of project quotes, budgets and timing.

YPF S.A., Engineering Project Office

Senior Technician

septiembre de 2005 - diciembre de 2007 (2 años 4 meses)

Buenos Aires, Argentina

Assess and develop infrastructure and security projects: Fire detection and fire suppression, data center, media rooms and 3D visualization, CCTV (analog and IP), access control, perimeter protection. Technical and economic feasibility, technical specifications. Inspection, monitoring and final project acceptance.

Security Factory

Sales and Product Support

diciembre de 2002 - agosto de 2005 (2 años 9 meses)

Buenos Aires, Argentina

Technical support for security and surveillance equipment, CCTV, DVR, wireless transmission of audio and video, alarm systems, perimeter protection, access control equipment. Sales for local integrators. Manage factory stock and supply chain with local and foreign suppliers.

Fundación Favaloro

Engineering Trainee

marzo de 2002 - septiembre de 2002 (7 meses)

Buenos Aires, Argentina

Preventive and corrective maintenance of medical equipment: electrocardiographs, defibrillators, Siemens ventilators, infusion pumps B. Braun, among others.

Educación

Universidad de Buenos Aires

Electronic Engineer, Electrical and Electronics Engineering · (2002 - 2011)

E.E.T. Nro 7 - IMPA

Electronic Technician, Industrial Electronics Technology/
Technician · (1996 - 2001)

Universidad del CEMA

Master of Business Administration - MBA, Administración y gestión de empresas, general · (2018 - 2020)