

**Professional with analytical, functional and technology skills, client and result oriented at the implementation and business processes improvement area, presales and consulting.  
Wide experience in large scale projects.**

### PERSONAL INFORMATION

**Name:** Jorge Alberto Mariani  
**Nationality:** Argentino  
**Mexican migration quality:** FM2  
**Other nationalities:** Italian (European passport)  
**Languages:** Spanish, english  
**Contact phone:** 55 4361 8729  
**Electronic mail:** jorgemariani@gmail.com

### EDUCATION

**University:** Information Technology Licensee  
 Universidad del Salvador  
 Buenos Aires, Argentina

1991

**Postgraduate:** Project Administration (PMI)  
 Instituto Tecnológico de Monterrey  
 Distrito Federal, México

2007

### PROFESSIONAL HISTORY

**Executive director**

Mar 2008 -  
today

**BDMex Consulting S.A. de C.V., México**

- Leader of electronic signature implementation and ERP integration projects.
  - DHL
  - Castrol
  - Chevron
  - Bermad
  - Tamanet México
- Provision, recruiting and management of resources for third party integration.
  - EDS (SAT, 2008-2009)
  - Hewlett Packard (SAT, 2010-2011)
  - Infor (HSBC, Telefónica, 2011)
- RFI and RFP review and elaboration of answers.
- Design of proof of concept prototypes during sales process.

**Tools & technologies:** UML, PMI, MySQL, PHP, Javascript, Linux, SOA, WS, MS Project, MS Office, MS Visio.

**Executive director, Project leader, PMO**

Dic 2003 - Mar  
2008

**BDMex Consulting S.A. de C.V., México**

**Servicio de Administración Tributaria de México (Tax)**

- Plataforma / Solución Integral Project, Servicio de Administración Tributaria de México (SAT)
  - With PeopleSoft (2003, Pre-contract)
    - Involvement with the project presales team, working in the laboratory conducted by SAT in December 2003, in charge of Peoplesoft CRM and ERM integration.
    - Participación en la elaboración de respuestas de RFI y RFP
  - With PeopleSoft (2003-2004)
    - Tributary Account (Cuenta Tributaria) team leader.
    - Payments (Pagos) team leader.

- Collections (Cobranzas) team leader.
- ERM application team leader.
- Review of contract requestes functionalities.
- Development of proposals and alternative solutions.
- Involvement in the development of RFI and RFP answers.
- With Oracle (2005-2008)
  - Responsible for the leadership of the team in charge of the analysis of the client requests, business processes, design, development and implementation of the proposed solutions for the Cuenta Tributaria, Payments, Collections and Integration project areas.
  - Review of contract required functionalities.
  - Development of proposals and solution alternatives.
  - Worked together with the Oracle PMO in the control, review and decision making process.
  - Worked together with SAT and Oracle integration team in the design of the Integration Architecture.
  - Worked together with the Business Intelligence and Reporting team designing information sources for Datawarehousing.
  - Point of contact between local design teams and Argentina Oracle eStudio development teams.
  - Use cases development.
  - Worked together with Stress test team in the testing review.
  - Worked together with Architecture optimization team for go-live improvement.
  - Worked together with Project Direction team, directly reporting to the Project Director.
  - Worked matching requirements scope to the contract terms.
  - Development of RFI & RFP answers.
  - Design of prototype and proof of concept tests.
  - Ensure the development, test and delivery of technology solutions.
  - Identify improvement opportunities in the business processes.
  - QA (Application integration, UAT and regression tests).
  - Worked together with Oracle staff in coaching sessions.
- With EDS-Hewlett Packard (2008-2011)
  - Provision, recruiting and management of resources for the Cuenta Tributaria, Pagos, Cobranzas, Integración and Maintenance & development base lines.

**Tools & technologies:** PMI, UML, PeopleSoft, Java, Oracle, Websphere, JackBe, Linux, MS Project, MS Office, MS Visio.

**Technology leader**

2000 a 2003

**Telecom de Argentina, Argentina (Telecommunications)**

- Technical design team leader for the Yellow pages Sales Project.
- Development of use cases.
- Developers team leader.
- Interact and collaborate with Project managers, architects, QA leaders and developers in order to ensure the project delivery.
- PMO reporting.
- Worked together with business stakeholders in order to develop the project scope, evaluate the business cases and define business requirements.
- QA (Application integration, UAT and regression tests).

**Tools & technologies:** Vantive, C, Oracle, Erwin, MS Office, MS Visio, MS Project

**Senior technology resource**

1995 a 2000

**Banco Santander, Buenos Aires, Argentina (Banking)**

**Banco Galicia, Buenos Aires, Argentina (Banking)**

- Feasibility analysis of a wholesale banking and trade package.
- Design of new functionality to be adapted for Argentine banking requirements.
- Development of case use, tests and prototypes.
- Interact and collaborate with business stakeholders to establish and define the changes needed.
- Scenarios, application flow and user interface development.

## JORGE ALBERTO MARIANI

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**Tools & technologies:** Visual Basic 6.0, Oracle 8, Toad, ODBC, ADO, Crystal Reports v9, MS Office, MS Visio, MS Project

### Senior technology resource

1993 a 1995

#### **Edesur (Utilities, electric), Buenos Aires, Argentina**

- Feasibility analysis of a packaged electric utilities solution for the regulated argentine energy market.
- Design of new functionalities and scope in order to localize the product for the country regulations.
- Worked together with business stakeholders in order to define the consumption reading and billing solution for medium to small customers.
- Development of prototype and proof of concept tests.
- Development of user interface and application flow.
- Case use design for UAT and integral testing.

**Tools & technologies:** Visual Basic, Oracle, Informix, Crystal Reports v8, MS Office, Visio, MS Project.

### Technical resource

1991 a 1993

#### **Banco Baires (Banking)**

- Design and development of banking solutions. (Current account, Fixed term investment, Stock investment)
- Worked together with business stakeholders in order to define the scope and required functionalities.

**Tools & technologies:** SCO Unix, FoxBase.

## SKILLS

### Project administration (PMI)

### Solution modeling (UML)

Comprehension, interpretation and elaboration of project documents (contracts, use cases, technical definitions, architecture).

Proficient in enterprise architecture and applications (PeopleSoft, Oracle, SOA)

Proficient to work with local or remote teams, either in english or Spanish.

### Technology:

SOA, UML, MVC, SQL (Oracle, MySQL), PL/SQL, PHP, Javascript.