



JORGE MUNOZ MENDOZA

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Seasoned professional with technical and business credentials, seeks a 100% remote position in big data analytics as a junior data scientist. A self-starter and truly passionate for eliminating non-value-added work, graduated as a mechanical engineer and completed an MBA and a master's degree in Big Data and Business Analytics. A U.S. and European citizen. Willing to travel. Technical knowledge includes the following:

- Python
- MySQL
- Tableau
- Dash by Plotly
- R
- MongoDB
- Spark
- Machine Learning libraries

RELEVANT EXPERIENCE - MANAGEMENT

Ikuzi LLC. / Operations Manager • Independent real estate investments company – Ft. Lauderdale, FL - Dec '15 – Feb '20

- In charge of managing daily real estate investment company's operations, while creating asset performance analysis, P/L and feasibility and forecasting studies. Employed Excel modeling and BI tools to assess best course of action.
- Knowledgeable online marketer, implementing client engagement and successful listing promotion strategies through social media channels.
- Continuously expanded customer base and managed extensive client portfolio, focused on handling privately owned rental properties as well as assessing flipping opportunities and investment alternatives suitable for other clients.
- Avid negotiator and expert at handling high-end client relations, completing multiple monthly deals for local and international customers.
- Created sophisticated real estate websites with relevant original content and a blog with proprietary bi-weekly real estate reports, which generates a value proposition by positioning the team as an expert in a given market while providing the necessary knowledge to back it up.

MotorJourney Rent-a-Car / Operations Manager • Startup rent-a-car company – Doral, FL - Feb '12 – Dec '15

- Established a reputable rent-a-car operation from the ground up in Doral, Florida, with potential for future franchising opportunities and a growing customer portfolio of about 3000 unique users from multiple regions in Canada, U.S., Europe and Latin America.
- Created an innovative *agile rental delivery* system, unique at the time in South Florida, providing delivery of rental vehicles at any location in the Miami-Dade and Broward counties by using state-of-the-art technology through newly released iPad 3G (2012) hardware.
- Created complex feasibility studies, professional presentations and business plans to seek new investors and alternatives for growth.
- Performed accurate projections, forecast studies and complex cost and price analysis to efficiently and effectively undercut competition.
- Negotiated fleet purchasing terms and commercial leases with virtually no money down while creating all processes involving the operation.
- Developed single-handedly the entire Internet presence, social media clout, marketing strategies and necessary key relationships with hotels, travel agencies and other businesses to guarantee operating at 90% capacity while maximizing revenue and brand value.

J. Milton & Associates / Sales Manager - St Tropez Condominiums • Top Developer – Sunny Isles, FL - Apr '07 - Jan '12

- Managed a team of three real estate sales professionals to promote and sell the company's flagship pre-construction development, St. Tropez Condominiums, a luxury 3-tower project with **286** units located in Miami's most exclusive area of Sunny Isles Beach.
- Created marketing studies to assess competition's strengths and weaknesses to better position our offerings and promotional strategy.
- Crafted successful marketing programs alongside the company's partners to attract new buyers and reduce unsold inventory.
- Directly participated in preparing bulk deal proposals, leveraging on the real estate crisis of 2008-2011 to bring to the table high-profile investors that would reduce our excess inventory while maintaining advantageous conditions for our firm. One such transaction, the largest in the company's history, took place between 2009-2010 with a London-based entity that purchased 23 units for a total sale of **\$42 millions**, requiring several market analysis reports to best position our offer and traveling to London with both partners to close the deal.
- Managed over **5000** local and foreign brokers and oversaw all daily sales staff activities while reporting directly to the CEO and Principal.
- Coordinated presentations to hundreds of potential buyers and brokers in several countries in Europe, Central America and South America.
- Worked altogether in 4 pre-construction projects including Reflections On The River (+190 units - Brickell area), Blue Lagoon Condominiums (+600 units - Blue Lagoon area), Sayán (90 units – Oceanfront in Sunny Isles Beach) and St. Tropez Condominiums.

The Latin GRAMMY® / Project Manager • Latin Academy of Recording Arts & Sciences - Miami, FL – Jun '03 – Sept '03

- Negotiated label and publishing clearances under tight deadlines for the 4th Annual Latin GRAMMY Awards Nominees compilation CDs. Over 40 publishing and label clearances were granted in United States, Mexico and Brazil.
- Selected and booked talent for the Latin GRAMMY Fest events and managed sponsor relations and created new sponsor leads.

RELEVANT EXPERIENCE - ENGINEERING

Dayton-Granger / Project Manager • Manufacturer of aerospace products - Ft. Lauderdale, FL - Feb '04 - Nov '04

- Project manager to organize, negotiate and hire an **ISO** registrar to complete **AS9100 certification** (the ISO standard for the aerospace industry.) Conducted meetings with eleven registrars and negotiated terms to surpass company's expectations.
- Created computer programs in Visual FoxPro to calculate and improve safety stock levels and minimum reorder point for high-volume fiberglass and aluminum military grade raw materials for military and commercial aircraft antennas.
- Performed cost analysis to improve Bill of Materials (BOM) specifications, identify manufacturing inefficiencies, and enhance productivity in the fiberglass and aluminum paint department, using AutoCAD to analyze hundreds of parts' complex surface areas.

Tropicana Products, Inc. (Pepsi Corp.) / Engineering Coop • Food and beverage industry - Bradenton, FL – Jan '98 – May '99

- Project Manager to implement a new **\$500K** automated repackaging line for 64 Oz. orange juice cartons, achieving 50% headcount reduction after project completion. Multiple vendors were visited around the nation and different alternatives were analyzed and discussed with upper management based on total capital investment required and projected cost reduction.
- Project Manager for several programs to implement and replace equipment in the juice blending area. These projects ranged from **\$35,000** to **\$150,000** and achieved key improvements during the juice blending stage.
- Performed several time studies in all palletizer rooms and recommended changes to improve current operations.
- Recognized with Tropicana's *Spotlight Award* for accomplishments and commitment to excellence.

EDUCATION

Universidad Complutense de Madrid • Madrid, Spain

- **Master in Big Data and Business Analytics.**

Group Thesis: Led team in the development of a price predictor web application tool for the South Florida real estate market, which included a suggested property price and price range. In addition, it provided a recommendation algorithm, which offered *comps* or similar properties recently sold, and a module that presented market information using BI tools. The web app was developed using Plotly's Dash library, employed 9 algorithms (6 of them XGBoost) and is currently hosted in a Heroku server. The thesis was awarded a maximum grade of **10/10**.

Rutgers University • New Brunswick, NJ

- **Master in Business Administration (MBA)** with a concentration in Entrepreneurship and Supply Chain Management (SCM).

Harvard University • Cambridge, MA

- **Graduate Program in Administration and Management**, from the Harvard Extension School.

University of Florida • Gainesville, FL

- **Bachelor of Science in Mechanical Engineering (BSME).**

- Final Design Project: Designed hull and engine mounted scheme for Self-Guided Electric Submarine. Final elements analysis was performed using IDEAS®. Worked in conjunction with graduate students at the Center for Intelligent Machines and Robotics (CIMAR) in the final structural design for the submarine. Placed seventh on the 2000 Annual Unmanned Underwater Vehicle Competition.

TECHNICAL AND PERSONAL SKILLS

- Python Libraries: **Pandas, Matplotlib, Scikit-Learn, Dash by Plotly, Beautiful Soup, Numpy, Jupyter Notebooks, Pyspark..**
- R Libraries: **Dplyr, TidyR, Data.Table, Caret, Ggplot2, h2o, R Markdown, R Studio.**
- Other Computer Skills: **MySQL, Tableau, MongoDB, Spark, AutoCAD, Quickbooks, Photoshop, AfterEffects, WordPress, DIVI, MS-Office.**
- Spanish (**native fluency**), English (**native fluency**), Portuguese (Intermediate) and French (intermediate).
- Highly organized with experience working in multi-cultural settings. Have visited **25** countries and **36** U.S. States.