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Passionate Full-Stack web developer with a Bachelor's Degree in International Business from Instituto Tecnológico y de Estudios Superiores de Monterrey (ITESM), and complementary professional experience in sales, supply chain and customer service. Strengths in problem solving, creativity, teamwork, negotiation and delivering results on time. Very interested in taking coding challenges to take my current skills to the next level and obtain new knowledge in additional technologies and programming languages. Currently enrolled at ITESM Full Stack Web Development Bootcamp.

TECHNICAL SKILLS

Languages: HTML5, CSS3, JavaScript ES6+, SQL, NoSQL

Applications: GitHub, MySQL, Heroku, MongoDB

Tools: Git, Node.js, NPM, Bootstrap, Foundation, GoogleFonts, React.js

Paradigms/Techniques/Patterns: OOP, ORM, MVC

EDUCATION

Certificate, Full Stack Web Development - Tec de Monterrey

Mexico City, MX

Course, The Essential Negotiator - The Gap Partnership

Mexico City, MX

Bachelor's Degree, International Business - Tec de Monterrey

Mexico City, MX

PROJECTS

My MVC Tech Blog | </my-mvc-tech-blog-app> | my-mvc-tech-blog-app.herokuapp.com/

- Summary: Application that allows users to login/sign up to a blog with a personal dashboard, to post topics about Tech and comment on other user's posts.
- Role: Full-Stack developer / Sole author.
- Tools: JS, CSS, Handlebars, Node.js, NPM, Express.js, MySQL, Sequelize, Environment Variables, Heroku, JAWSDB, OOP, ORM, MVC

Motorcycle Club | </team-project-2> | motorcycle-club.herokuapp.com/

- Summary: Application to create/manage user accounts/trips, and check trip attendance for the members of a motorcycle club.
- Role: Back end developer / Project Leader
- Tools: JS, Node.js, NPM, Express.js, MySQL, Sequelize, Handlebars, CSS, MVC

Safe Trip Planner | </u7-project1-team4> | github.io/u7-project1-team4/

- Summary: Application to get basic information of a country, currency, exchange rate and COVID-19 data on cases, rates and deaths.
- Role: Front end developer.
- Tools: HTML5, CSS3, JavaScript, Foundation, Server-side APIs.

Weather Dashboard | [/weather-dashboard](#) | [github.io/weather-dashboard/](#)

- Summary: Website to obtain information on a city's current weather and 5-day forecast.
- Role: Front end developer / Sole author.
- Tools: HTML5, CSS3, JavaScript, GoogleFonts, Moment.js, Server-Side APIs.

EXPERIENCE

National Key Accounts Manager - USA & Mexico

2019-2022

GT Plastics

Mexico City, MX

Generate sales leads and develop assigned AAA accounts, to accomplish the Sales Budget targets for GT Plastics USA and Mexico. Create Business Plans and Commercial Strategies, and negotiate JBPs and contracts to increase market share.

Key Accomplishments:

- Negotiated a JBP with Premier Handling Solutions to produce private labeled (PHS) injection pallets, avg month volume of 28K pallets.
- Generated a 53% revenue growth for GTP USA in 2020 vs LY.
- Closed the biggest sale for GTP USA (over US\$500K) with Dunn-Edwards.

Key Account Manager

2015-2019

CHEP

Mexico City, MX

Develop the assigned portfolio of Key Accounts, implementing JBPs and Vertical Integration projects. Negotiate annual pricing and contracts with the customer's influencers and decision makers. Map the customer's supply chain to identify needs.

Key Accomplishments:

- Achieved 28% revenue growth for the assigned KA portfolio in 2019 vs LY.
- Developed Project LEGO with Mondeléz and generated 71% volume growth.

Customer Service Sr / Jr Executive

2012-2015

Kellogg Company

Querétaro, MX

Manage, process, invoice and distribute orders nationwide for more than 20 customer's. Assure Fill Rate levels and minimize truckload consolidation costs.

Key Accomplishments:

- Awarded as part of the Key Accounts Team for On Shelf Availability of 98%.
- Received the award for "Best Customer Service Associate 2013".

Procurement Assistant

2011-2012

United Nations Development Program

Mexico City, MX

Support 4 buyers on administrative tasks with an ERP System (PeopleSoft), such as vendor registration, PO dispatching, payments and inventory management.

Key Accomplishments:

- Reduce the required time to dispatch POs by 75%.