

# Jose Vidal Maza Alonso

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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.

## TECHNICAL SKILLS

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

**Applications:** GitHub, MongoDB, MySQL

**Tools:** Node.js, Bootstrap, GoogleFonts, React.js

## 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

**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: Sole author.
- Tools: HTML5, CSS3, JavaScript, GoogleFonts, Moment.js, Server-Side APIs.

**Code Quiz Challenge** | [/web-api-code-quiz](#) | [github.io/u4-hw-web-api-code-quiz/](#)

- Summary: Application to take a quick test consisting of 5 questions about coding and save the user's highscores.
- Role: Sole author.
- Tools: HTML5, CSS3, JavaScript, Web-APIs.

## **EXPERIENCE**

### **National Key Accounts Manager - USA & Mexico**

**2019-Present**

#### **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%.