

Juan Pablo Balut Repetto

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Summary

- Industrial Engineer, Universidad de Chile.
- Proactive, energetic and entrepreneur.
- Good skills for team and meeting leading.
- Knowledge and management of statistics tools and data base.
- Sport: CrossFit, diving y mountaineering.
- English (Advanced).
- Availability to travel and relocate.
- Class B driving license.

COMPETENCE

LEADERSHIP

RELATED ACTIVITIES

- Sales and operations Manager.
- Lead sales meeting with directors and managers.
- Lead meeting with investor.
- Team Leader on Mountaineering activities.
- Auxiliary professor on mountaineering courses.
- CrossFit Professor at Just Fitness.
- Operation Manager at Lime Chile

IT TOOLS

STATISTICAS TOOLS

- Excel and Google Spreadsheets (Advanced)
- R (Basic)
- Python (Intermediate)

PROGRAMING TOOLS

- Database (Intermediate)
- SQL (Intermediate)
- Python (Intermediate)
- Java (Basic)
- Html and Php (Basic)
- Shopify and applications (Intermediate)
- Amazon Web Services (Basic)

WORK EXPERIENCE

JUN 2019 – TODAY

NEUTRON HOLDINGS, INC. Operation Manager Santiago

- Team Leadership and Managing (30 employees)
- Define KPI and follow up metrics
- Process Optimization
- Topline Optimization
- Bottomline Optimization
- Government Relationships
- Business Development

- Data Management (SQL and Python)
- Supply Chain Management
- Customer Service
- P&L forecasting and compliance

JUL 2018 – AUG 2019

INCUBA UDD (PART-TIME)
Entrepreneurship Mentor

- Entrepreneurship mentor at Incuba UDD.
- Pitch Jury at Incuba UDD

JUL 2016 – MAR 2019

SIGNORE MARIO (FOUNDER)
Project and Operation Manager

- Formulation of food product and insertion to market.
- Strategic analysis of the company, for growth planning.
- Company and employees results evaluation
- Set and evaluate KPI's.
- Market and new product research.
- International sales meetings.
- E-commerce sales and KPI's management.
- Pricing strategies.
- Raised over USD\$180.000 on funds for the company.
- Label revision according to Chilean Law.

JAN 2017 - DEC 2017

COFACTORY SPA (CO-FOUNDER)
Feasibility and strategic analysis.

- Feasibility and ratability.
- Industry benchmark.
- Pricing strategies for services.
- Services packages creation according to customer needs.

MAR 2012 - JUL 2015

UNIVERSIDAD DE CHILE
Teacher Assistant

- Ordinary Differential Equations
- Micro economy and game theory

EDUCATION

APR 2019 – JAN 2020

DESAFIO LATAM
Data Analysis with Python

APR 2016 - NOV 2016

UNIVERSIDAD DE CHILE Y PONTIFICIA UNIVERSIDAD CATOLICA
Postgraduate “Food Industry Innovation”

MAR 2009 - APR 2016

UNIVERSIDAD DE CHILE
Industrial Engineer

JAN 2014 - JUL 2014

UNIVERSIDAD DE CALIFORNIA, SANTA BARBARA
Student Exchange, Industrial Engineer

LANGUAGES

NATIVE SPANISH

ADVANCED ENGLISH

- Bilingual School: Andreé English School

- University Student Exchange at University of California, Santa Barbara.
- Worked at English speaking company.

OTHER ACTIVITIES

SPORTS

- CrossFit: CrossFit Level 1 Trainer (CF-L1 Trainer)
- PADI Open Water Diver certificate.
- Mountaineer Course Level 1 at Club Andino Universitario

EXTRACURRICULAR

- Student Exchange Program: Volunteer as monitor for exchange student at Universidad de Chile.
- “Prende Beauchef”: University community created to encourage innovation and entrepreneurship at the faculty and faculty students.