



Salvador Mauricio Santiago Fernández

CONTACT:

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Condominio Las Bellotas Casa 1

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PREVIOUS EMPLOYMENT:

- Business Intelligence Coordinator
- Brand Leader / Product Manager

03/04/2017 – 01/04/2020
GRUPO AQUACORP, S.A
(DAHO - POZOS, HIDROTECNIA)

(Perforation, Manufacturing and Marketing of services), Responsible for the collection and analysis of information and data of sales, markets, consumers, etc., in order to facilitate the making of more appropriate operational or strategic decisions to achieve the objectives of the company.

Analyze competitive market strategies through the study of trends related to the product, customers or the market.

Support management and forecasting plans for demand for services.

Develop business models based on product and service characteristics within the group.

Advise executives on how to optimize their business)

- Commercial Technical Manager (2013-2016)
- General Manager (2011-2013)
- Sales Manager (2010-2011)
- Logistics Manager (2009-2010)
- Operations Manager (2006-2008)
- IT Manager (2004-2006)

11/03/2004 – 25/07/2016
SAESA (EUROPERFILES)

(Manufacturing and Marketing of services), assisting the company's CEO in the development, implementation, documentation and control of processes oriented to ISO and AENOR certification. To manage the sales force in Guatemala, supervision of the department of warehouse and manufacturing. Development of policies to fix prices of goods and services. Establish a program of raw material requirements and orders. Set strategy of supply and control of raw material. Implement and exploit the information system SAP Business One, Development of expert systems for decision making, Implementation of MRP system. Develop information systems within the organization. Development of new products in the corporation. Responsible for all Central America of the control of manufacturing process as well as maintaining the quality standards

- Operations and IT Manager

17/09/2000 - 15/09/2003
Grupo Arimany, S.A.

(Operation of more than Q 30 million and more than 5,000 items of high turnover), the main attributions were, selection, supervision and management of personnel in the areas in charge (more than 40 people), management and buying trend, points of sale and central warehouse, control of all company inventories, raw material, finished product, third party products, for which policies and procedures were developed for these areas, also managing the distribution of merchandise with the fleet to supplying customers and suppliers. As IT manager, the development of systems for the commercialization, supply, and follow-up of sales.

- Special Projects manager

02/02/1999-14/09/2000
Sistemas Aplicativos, S. A.

Management of work teams, analysis, implementation, development and deployment of production systems, inventories, receivable accounts, purchases, payable accounts, MRP, CRM and other systems related to the distribution and service of goods. Responsible for the development of new products and services in the systems area. Market and market new businesses, products and services. Coordination of special projects with GBM of Guatemala and Sydsa of Peru.

- IT Systems Coordinator

17/09/1997 - 31/01/1999
Fuller & Cía de C.A.S.A.

The functions were: development of systems in a visual environment, redesign of processes, controls and policies in areas of distribution, purchase, re-supply, points of sale, raw material inventories and finished products, production and process control in the company .

REFERENCES:

Claudia González, Gerente Pastelitoría SIGO 5703-4853

Lic. Margoth Guerra, Gerente General, Grupo Litegua Valle Dorado, 5208-3232

Lic. Nancy Cárdenas, Gerente de CRM y Servicios CBC, 5949-3621

Ing Herberg Grijalva. 5208-4564

REFERENCES:

Arq. Fredy Ayala Gte Técnico Comercial, Europerfiles, 2384-9500

Ing. Francisco Apóstolo, SIPESA, Panamá +(507) 226-8197

Lic. Eva María de Escobar
Europerfiles S.A.de C.V, San Salvador
+(503)2243-1313



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PREVIOUS EMPLOYMENT:

• Technology and IT Consultant

17/09/1991 - 15/09/1997

Price Waterhouse y Cía

As part of Price Waterhouse Interamerica, I participated in the development of all administrative financial applications, which were later used as standard in the region by the firm's offices. Direct responsible for the analysis, implementation and commissioning of the networks, communications and systems of the global company. In the area of systems audit system reviews, data audit in specific components and security consulting using specific methodologies, Specialist in research, development and implementation of products related to data security and process improvement. As part of the Consulting department, analysis, design, review of processes of different business components in different types of industry, business reengineering, analysis and development of expert systems for decision making, use of methodologies such as Change Integration and Transformation (BPT), responsible for specific projects in different clients throughout Central America and the Caribbean.

EDUCATION:

- **Licenciatura en Administración de Sistemas de Información, UFM.**
- **Ingeniería Industrial, Facultad de Ingeniería Industrial, USAC**
- **Maestro Educ. Primaria Urbana, Colegio San Sebastián**

TECHNICAL AND PERSONAL SKILLS:

- Analysis and Structured Systems Design (Price Waterhouse)
- Strategic Planning (Price Waterhouse)
- Course of Process Reengineering (Price Waterhouse)
- Various courses and Workshops for Business Administration (AGG, IGCPA, UFM, USAC)
- Various Systems Audit Courses (Price Waterhouse, IBM)
- Various courses for Administration in Customer Service (AGG, IGCPA, UFM, USAC)
- Benchmarking (Price Waterhouse)
- Various Marketing Courses (AGG, UFM, Galileo)
- Courses of Personnel Administration, Labor Climate, Selection of Human Resource
- Various Accounting, Finance and Auditing Courses (Price Waterhouse, AGG, IGCPA)
- Training and management of Systems Methodology (Price Waterhouse, IBM)
- Training Methodology Change Integration (Price Waterhouse)
- Various Costing and Cost Control Systems (Price Waterhouse, AGG, IGPA) • Various Telecommunications Courses (GBM, Microsoft).
- Business Process Transformation (Price Waterhouse)
- System Management Methodology (Price Waterhouse)
- GEM methodology for management consulting projects (Price Waterhouse)
- Various Courses of Administration, Management and Control of Inventories (Price Waterhouse, AGG, IGCPA, USAC)
- Business Risk Assessment (Price Waterhouse)
- Management and programming of internet sites (Application Systems).
- CRP - Customer Relationship Program
- Audit and control of an E-Business
- Fundamentals of Strategic Planning
- Analysis and Understanding of Financial Reports
- Electronic Commerce and Branding Basics
- Control and Reduction of Costs through Statistical Control
- Microsoft MCSE Certification Course
- Project Management Professional (Tecnológico de Monterrey)

OTHER:

- **Windows, Linux, Mac OS operating systems**
- **Advanced knowledge level in Windows NT, Windows 2000, Windows XP, Windows Vista, Windows 7, Windows 8 and Windows 10 operating systems. On Linux Red Hat, Ubuntu and Debian.**
- **Operating Systems Windows Server, Red Hat Enterprise, AS400.**
- **Advanced knowledge level in Windows 2000 Server, Windows 2003 Server, Windows 2008 Server and Windows 2012 Server. Medium-high level in the use of Red Hat Enterprise and AS400**
- **Configuration and administration of servers: Windows (IIS, Sql Server, ASP), Linux (Apache, MySQL, PHP).**
- **Databases: Microsoft SQL Server, MySQL, IBM DB2, SAP Sybase, Oracle, PostgreSQL, Informix, Mongo DB.**
- **Languages and Development Environment: Visual Studio .NET, Visual FoxPro, SQL, Java, JavaScript, C #, C ++, Python, PHP, JQuery, HTML, CSS, WordPress, Joomla, RPGII, Firebase, Magento, Woocommerce, XML, Json, WebMatrix.**
- **Methodologies: Lean, Scrum, GitHub, PMI,**
- **Server and Desktop Virtualization**
- **Other Software: Microsoft Office, Photoshop, Indesign, Illustrator, Autocad, Revit, SketchUp, Project, Visio, Dreamweaver, Muse, IBM SPSS, Statsoft, SAP Business One, SAP / R3, Hana, Tableau, Power BI, SAP Crystal Reports, R, PYTHON.**

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