

# Gunther K. Sotomayor

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## CONSTRUCTION & PROJECT MANAGEMENT SPECIALIST

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*Planning & Control • Construction Management • Project Planning & Management*

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High Qualified Executive with more than 15 years of domestic and international experience in project & construction management, strategic planning, investment projects, performance indices and budget planning, follow-up & control in medium and large scale organizations. Result-oriented, decisive leader, with proven success in applying cost control systems, strategic thinking, and problem solving. Tendency to thrive in dynamic and fluid environments while remaining pragmatic and focused. **Core competencies include:**

Project Management • Construction Management • Planning & Control, Managerial Control System, • CapEx Formulation, • Analysis and Evaluation, • Management Performance Systems, • Managerial and Board financial statements • Management Control indexes  
Leadership • Strategic Business Planning • Analytical Thinking  
• Problem Solving • High Performance under Pressure • Fast Learning  
• Team Player • Accomplished Spokesperson • Excellence for Public Relations

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## PROFESIONAL EXPERIENCE

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### 1. MERIT CONSULTANTS INC, Vancouver - CANADA

Jun/07 – Present

*Work as freelance Consultant for several projects on behalf of a construction management firm with more than 20 years of experience in mining industry and in charge of several Construction Management (CM) Projects with a combined value of \$7,500 million for 2012 throughout several locations in Canada, USA, Latin America & Asia.*

#### 1.1. Project Manager, Lima - PERU

Jun/11 – Nov/13

Project Manager on behalf of the owner (AQM Copper Inc, TSX-V: AQM) for the early stage of the development phase of Zafrañal Project, a copper/gold project with 510.7 MTon @ 0.36% Cu, 0.07 g/Ton Au, located in the Arequipa Region, Peru; which results in the publishing of several Technical Reports under the NI 43-101 Standard: Resources Update 2011 (published on Feb 2012) & 2012 (published on Jan 2013), Pre-Economic Assessments (PEA) for 80 KTPD (published on Jan 2013) & 44 KTPD (published in Sep 2013), a \$12 million development budget for a Project CapEx estimated of \$1,520 million.

My responsibilities includes: Lead the engineering phase and the execution of NI 43-101 Technical studies for the PEA stages, prepare bid packages for the different mining development phases, bid evaluation & awarding, EPCM contract management, EPCM contractors overseeing, constructability guidance, planning, scheduling, budget, development budget, cost control & trending. Other responsibilities include: auditing, on behalf of the Owner, Capital Expenditure Studies, Operational Expenditure, Feasibility Studies, 43-101 Reports and other Mine Development Phase activities, prepare monthly reports and present at board meetings the quarter reports regarding engineering progress and activities and ensure approval of development budgets for the different phases, member of the board of directors and technical committee of AQM Copper Peru.

#### 1.2. Construction Manager, Atacama, II Region - CHILE

Dec/09 – May/11

Construction Manager on behalf of the owner for several infrastructure project for Quadra Mining at Franke Mine located at the middle of the Atacama Desert on the 2nd. Region of Chile; those projects includes: Expansion & Upgrade of the Acid Supply System which included: 10KTON Acid Tank Construction & Tie-in to the actual supply system, Pump Station (3 pumps) plus intake from train and delivery system; Leach Pad expansion: twelve (12) additional leach pads; Two (2) Domes for secondary and tertiary ore coarse; totaling \$67 million project cost, reporting to General Manager & Project Manager.

My responsibilities includes: Overseeing of the construction activities included in the scope of works of the projects mentioned above plus Budgeting, Bidding, Scheduling & Project Control Supervising of every part of the project; providing technical support and guidance to contractors regarding their respective scope of work; responsible for the overall project progress and contract performance; coordination activities between contractors & Mine Operations

in terms of the construction works in sensitive plant areas; Provide Quality Assurance; implement & enforce safety standards; review & comment the basic and detail engineering in terms of the constructability and future operation of the assets being build.

### **1.3. Project Control Manager, Santiago - CHILE**

Jun/08 – Sep/09

In charge of Project Management, Budget, Cost & Project Control on behalf of Kinross Gold (Owner) into the Maricunga Mine & Cerro Casale Project, located at Copiapo (3<sup>rd</sup>. Region), Chile. Main responsibilities includes: Management & Supervising the Engineering, Procurement & Construction Team assigned to the Projects; Develop & Comply the Project Execution Plan, Define & Implement the Project Cost control system and procedures to be applied during the Construction phase, Owner's Cost Controls & Procedures, Owner's Planning & Scheduling and Operation Budget & Cost Control; Supervise on behalf of the Owner's the different Departments and activities related to the Project: Permits, Biddings, Contracts, Engineering, Temporary Facilities, etc.

### **1.4. Project Control & Mechanical Manager, El Estor - GUATEMALA**

Jan/08 – Apr/08

In charge of Budget, Cost & Project Control on behalf of the Skye Resources (Owner) into the Fenix Project, located at El Estor, Guatemala. (<http://skyeresources.com/projects/fenix>). Main responsibilities includes; Define & Implement the Project Cost control system and procedures to be applied during the Construction phase, Owner's Cost Controls & Procedures, Owner's Planning & Scheduling and Operation Budget & Cost Control; Supervise on behalf of the Owner's the EPCM Contractor (HATCH). Other responsibilities include training of local personnel in budgeting, cost control & scheduling.

### **1.5. Project Coordination, Planning & Cost Control, Vancouver - CANADA**

Jul/07 – Jan/08

Part of the CM Team in charge of planning, scheduling, budget, cost control & trending for Tulsequah, Cooper Mountain, Mt. Milligan Projects in BC (Canada), Carlota Project, Donlin Creek Projects (USA), Caldag Project (Turkey), Mirador & Panantza Projects (Ecuador). Main responsibilities include the design & execution of Trending Report, planning, scheduling & cost follow up, forecasting & document control. Other responsibilities include: auditing, on behalf of the Owner, Capital Expenditure Studies, Operational Expenditure, Feasibility Studies, 43-101 Reports and other Mine Development Phase activities.

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## **2. ECUACORRIENTE S.A., Quito – ECUADOR**

Feb /06 – Feb /07

### **Project Planning & Cost Controller Engineer**

*Worked as Engineer in charge of Project Planning and Cost Control for a Canadian junior mining firm with a Market Value of \$185 Million (by 3<sup>rd</sup> quarter 2006) and with 438 Million Tonnes of Mineral Reserves, becoming the biggest copper deposit in South America except Chile*

Direct Responsible for planning, scheduling, price estimation & cost control of the Mirador Project (<http://www.corriente.com/copper/assets/mirador.php>), as well as the theoretical framework for estimations, monitoring, follow-up & project performance of every element of the whole Project using sophisticated project control tools i.e.: Primavera v5.0, also including control and allocation of resources. Other main responsibilities includes the design of the framework for Budgeting, Capital & Operational Expenditure and ensuring their compliance with SOX, 401 & 402 and other SEC Regulations for Public Capital Companies in USA & Canada.

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## **3. CONSORCIO SANTOS CMI, Quito - ECUADOR**

Oct/05 – Jan/06

### **Contractor Employed for Project Planning & Cost Control**

*Worked as freelance Consultant for the Repsol-YPF projects on behalf of a heavy construction firm with \$80 million annual sales and through out more than 10 Latin America and the Caribbean countries.*

Part of the Project & Cost Control team assigned to 5 facility expansion programs of Repsol-YPF; the total amount of all projects was \$50 Million and included the construction of Storage Tanks, Expansion of pumping facilities, construction of new facilities for processing and pumping. The Scope of Work included: Budgeting, Budget control, Purchasing control, Project performance control and project billing. Other main responsibilities included coordination between the client and the engineering department, procurement & allocation of resources and field personnel dependent on the changing client priorities.

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## **4. MAMUT ANDINO C.A, Guayaquil - ECUADOR**

Dic/99 – Aug/05

### **Project Coordinator**

*Served as Project Coordinator for a leading nationwide Ecuadorian Heavy Trucking and Mining Services with annual sales in excess of \$25 millions.*

Full responsible for operative budget planning, follow-up and control also, the author of financial statements, cash flow and operational-financial status reports for the Management and Board of Directors. Discussion and formalization of business plans with board members, financial and operational business information research, monitoring and data mining. Creation & execution of business plans & investment project analysis, management control indices of other related business data, providing full operative and strategic information support to the board and/or management, and performance of administrative tasks

**Key Achievements:**

- Implementation of Management Control Tools based on Balance Score Card techniques **with a reduction of 4% of per unit cost, and 7% in global fixed costs.**
- Standardized decision making support information.
- Implementation of an ABC analysis approach which helped to establish the real variable and fixed cost for each business activity, and developed a “unified” cost framework.
- Development and implementation of a performance-related-pay structure for executive and operative personnel.

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**5. CONSORCIO SANTOS CMI, ECUADOR & LATIN AMERICA**

Aug/98 – Nov/99

**Field Engineer**

*Served as Field Engineer for International Project for a heavy construction firm with \$80 million annual sales and through out more than 10 Latin America and the Caribbean countries*

Lead the Quality Control Area for civil phase of the Margarita Power Plant project at Porlamar, Venezuela. Crafted the technical bid tender and supervised the structuring, equipment & piping up, hydrostatic testing and the commissioning of the Villano Project [Arco Oriente] in its three main bases: Villano, Puyo and Baeza, Ecuador and City Investing Co. (today, Andes Petroleum) Tarapoa Pump Station & Main Process Facilities at Tarapoa, Ecuador. Lead and crafted the technical bid tenders and operative budget statements for multiple crude facilities projects, as well energy generation projects throughout South America, focusing on Ecuador.

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**6. SCHLUMBERGER Wireline & Testing, Livingston – Great Britain**

Sep/97 – Jul/98

**Junior Field Engineer**

*Served as Junior Field Engineer for open hole evaluation services for a multinational oil services company with \$11,500 million annual sales operating in more than 80 countries and with a work force of more than 50,000 employees of 140 different nationalities.*

Lead a work team of 5 people (a “cell unit”) to perform open hole evaluations: CDN, IPL, NGR, TBL, Platform Express, etc. Performed data log interpretation prior to developing completion, and production well strategies, as well as cemented hole evaluations to determine cementation quality and “curing” processes in case of deficient cementation. Handled and Supervised Radioactive Tools and Explosive for wells production: Procedures and Techniques.

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**EDUCATION**

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1. **Management Diploma**, Tecnológico de Monterrey (TEC), Guayaquil, ECUADOR
2. **Radioactive Tools for Open Hole Evaluation, Technician**, National Radiation Protection Bureau (NRPB), Livingston, UK
3. **Explosives for Well Completion, Technician**, British Training Center, Livingston, UK
4. **B.Sc. Mechanical Engineering**, Escuela Superior Politécnica del Litoral (ESPOL), Guayaquil, ECUADOR

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**LANGUAGES**

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1. **Spanish**, Native.
2. **English**, Good User (IETLS, 7.5, 16.Jun.13)
3. **German**, Sprach Diplom I (17.Oct.96)