



Daniel Eduardo Cortés González, PMP, LEED GA

B. Eng. Civil Engineering, Automotive Mechanic and Accounting Professional

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Professional Objective

Driven professional with strong leadership and management expertise, eager to pursue a dynamic and inspiring career at the forefront of technology and innovation. Seeking a role with a forward-thinking company that values collaboration, creativity, and effective communication.

Professional Summary

Civil Engineer, Project Management Professional (PMP), and LEED Green Associate (GA) with over 14 years of experience delivering complex projects across diverse sectors, including logistics, automotive, electronics, and high-tech industrial facilities. Specializing in project management, operations, and business development, I bring more than 12 years of expertise in the operation, maintenance, and construction of manufacturing plants, along with 11 years as a Business Development and Real Estate Manager.

Known for my creativity and strategic vision, I have successfully led projects from design through construction, including retail and corporate office spaces, program management, plant startups, and project launches. My experience spans both national and international markets, with a focus on driving innovation and efficiency at every stage of the project lifecycle.

I am passionate about leading cross-functional teams to optimize resources, and I am committed to delivering results in organizations that prioritize sustainability, quality, profitability, and corporate social responsibility. With a proven track record in building strong business relationships, managing operations, and overseeing financial strategies, I excel in environments where collaboration and forward-thinking are key to success.

Professional Experience

ROCA Desarrollos – Monterrey, Mx. (July 2022 – December 2024)

Industrial Developer and Property Managers.

Head of Business Development

Senior executive responsible for identifying and developing new business opportunities for the company. Lead the business development. Drive growth and expand the company's reach in real estate footprint, managed sales and marketing activities, and overseeing the day-to-day operations of the company. Developed and executed strategies to increase revenue, market share, and profitability, as well as for building and maintaining relationships with key clients, partners / investors, and stakeholders. Accountable of overseeing both the business development and operations functions of a company (construction, finance, HR, design & engineering, portfolio and asset management).

- Evaluate financial data and use it to advise business decisions, such as identifying new market opportunities, setting sales targets, and developing growth strategies.
- Develop and manage budgets of the department.
- Prepared projected revenue and expenses reports for future periods, as well as assess the financial impact of potential business decisions.
- Responsible to identify potential financial risks and develop strategies to mitigate them.
- In charge of identifying potential sources of funding for the company, such as venture capital or private equity, and negotiate favorable terms.
- Prepare, present and review financial reports to CEO and other stakeholders.
- Responsible to perform and follow up on the After Sales services.
- Manage the sales process from start to finish, from prospecting to closing deals, and ensuring that sales targets are met.
- Responsible for managing industrial real estate properties, including overseeing leasing and tenant relations, directing maintenance and repair work, and ensuring compliance with local regulations.

Turner & Townsend – Monterrey, Mx. (February 2022 – July 2022)
Multinational Professional Services Company.

Senior Manager – Industrial and Logistics

Responsible for leading and managing complex industrial projects in the north region of Mexico. In charge of developing and implementing strategic plans and initiatives for the organization, department and specific projects for our customers, such as FORVIA complex in Apodaca, N.L. project estimate of +150 million dollars, SIEMENS Plant in Santa Catarina, N.L. project estimate of +80 million dollars.

- Lead and manage complex projects, including developing project plans, timelines, and budgets, ensuring that projects are completed on time and within budget.
- Managing a team of professionals, as well as setting goals and objectives, providing guidance and direction, and ensuring that team members are meeting performance targets.
- Control budget and financial resources for the organization, department and industrial projects.
- Accountable for identifying and pursuing new business opportunities for the organization, such as partnerships, collaborations, or new markets.
- Responsible for building and sustaining relationships with key stakeholders, including clients, partners, and investors.
- Developed and implemented policies, procedures, and processes for the organization, department and industrial projects.
- Lead local clients and suppliers, briefed global teams in Europe and USA.
- Managed risks and control the risk register.
- Design management and review of specific projects, analyze engineering decisions relating to the project cost and budget while design-build changes took place.

Continental Automotive - Aguascalientes, Mx. (July 2019 – December 2021)
Automotive, Vehicle Networking and Information (VNI) | Connected Car Networking (CCN).

Head of Facility Management and EHSS (Environmental, Health, Safety and Patrimonial Security)

Responsible for the Aguascalientes, MX. Plant construction and start up. Projected sales of +\$170 million dollars per year, dedicated to the automotive electronics manufacturing. 1,000 employees, project size of 258,000 sq. Ft, and 86,000sq. Ft of production floor. Expansion capabilities up to three times its current size.

- Site selection, planning, design, construction, and equipment of the facilities (+\$58 million dollars).
- Lead, control and organize facility management processes.
- Lead the development and execution of plant programs (equipment and infrastructure).
- Successfully installed twenty-five production lines (Smt, middle end and backend).
- Create project work plans for plant startup. Define and communicate project scopes and deliverables in terms of infrastructure and plant improvements.
- Driving implementation of best practices and continuous improvements projects (such as energy reduction, zero emissions, material flow).
- Ensure efficient and sustainable operations of the facility and the satisfaction of the occupants.
- Disciplinary and functional steering of the Facility Management and EHSS team for the plant. Developed and implement the competence matrix in terms of Environmental and Safety for the complete plant staff.
- Main contact person for the local authorities, utility, and service suppliers; local legal representative for municipal, state, and federal regulations.
- Ensure and continuously improve environmental protection, occupational safety, and health as well as fire protection and plant security at the local site.
- Local delegate for corporate/divisional environmental protection and hiss (health, industrial hygiene, safety, and security).
- Planning, design, and execution of different CAPEX projects (+\$12 million dollars).
- Lead OPEX planning for plant expenses and forecasting. Annual budget of +\$20 million dollars.
- Mexico sponsors for sustainable project for the automotive VNI CCN HMI locations, such as power purchase agreements, combined heat and power generation, LEED gold certification, nitrogen generation, among others.
- Asset management, budget control and implementation, root cause analysis and purchasing management.
- Responsible of the implementation of ISO 14001, 45001, 50001, IATF 16949, CTPAT, OEA, FM global.
- Responsible of plant key performance indicators related to maintenance, downtime, ticket solving, accident rate, sickness rate, preventive measures, budget execution, central budget savings.
- Managed a staff of +60 employees, such as project managers, team leaders, engineers, supervisors, technicians,

- doctor, nurses and paramedics, security supervisors, security guards, janitors, gardeners, among other roles.
- Constituted and managed the emergency response team for the plant.
- Responsible of the internal health campaigns (successfully vaccinated 80% of the staff for covid 19).
- Leader for public and local communications and general affairs, with authorities, government, universities, industry, chambers.

FINSA - Aguascalientes, Mx. (June 2014 – June 2019)
Industrial Developer and Property Managers.

Business Development Manager

Responsible of the “Bajío Region” including Aguascalientes, San Luis Potosí, Guanajuato, and Queretaro States.

Responsible of various projects, such as:

- Aguascalientes, Aguascalientes Industrial Park: 162 Hectares.
- León, Guanajuato Industrial Park: 90 Hectares.
- Querétaro III, Santiago de Querétaro Industrial Park: 90 Hectares.
- Built to suit to sale and lease projects for: Continental Automotive, Cooper Standard, Mitsubishi Steel, Nippon Express, Ceva logistics, Aptiv (Delphi), Johnson Controls, Adient, Allgaier group, Yazaki corporation, Inteva products, Daimler, Nissan, Volkswagen, Eaton, NBHX, KAMAX, among others.
 - Responsible of improving organization's market position and strategic planning.
 - Developed financial strategies for new developments and industrial buildings.
 - Development and management of business alliances with third parties; trusts and associations, with private companies and individuals.
 - Lead the construction and design office to define the scope for the industrial projects.
 - Manage the construction company to deliver turned key projects.
 - Organize the human resources for each project, according to the stage and scope.
 - In charge on the definition of basic engineering's for the industrial projects.
 - Lead, plan and review the following activities in industrial projects: cost estimation, design, construction implementation, quality control, value engineering.
 - Establish long-term executive strategic goals, build key customer relationships, identified business opportunities, negotiate, and closes business deals, maintain data bases of market conditions.
 - Work and organize an internal team of professionals: marketing staff, designers, budgeting, financial and other executives to consolidate first class projects.
 - Prospect for new clients by networking, cold calling, advertising, or other means of generating interest from potential clients.
 - Manage existing clients and portfolios.
 - Responsible to develop and manage the pipeline of new business and rollovers contracts.
 - Developing strong relationships with municipal, state, and federal entities, as well with chambers, associations and groups related to the industry.
 - In charge of managing the acquisition of industrial portfolios.
 - Responsible to manage commercial missions and trade fairs in the country and abroad (Germany, Japan, USA).
 - Involvement in the formation of investment fibers, procurement of investment funds, bank credits, as well as development of capital certificates (CKD), focused on the financing of activities and projects that consume short-term resources and generate long-term flows, such as infrastructure and real estate assets.

Manager of Operations and Maintenance

Responsible of “Bajío Region” including Guanajuato, Jalisco, Aguascalientes, Zacatecas, and Durango Locations.

- Operate and administrate master planned developments, with personalized spaces for international class customers.
- Maintenance and management of industrial portfolio's for over ten different industrial properties in different states.
- Asset management of industrial portfolios.
- Design and establish policies to conduct operational and maintenance activities.
- Supervise the maintenance of an Industrial Park Infrastructure (water wells, open channels, sewage system, water treatment plant, centralized fire protection system, natural gas internal distribution, fiber optics, high tension substation) with over 162 Ha of extension, capacity for establishing sixty companies and providing services for an approximate of 7,500 employees.
- Elaborate and control annualize budgeting (+\$5 million dollars).
- Develop maintenance plans, work programs, and provide customer services and support.

EMPORIUM - Aguascalientes, Mx. (November 2010 - June 2014)
Commercial, Energy and Housing Developer.

PMO Manager

Responsible for the management of a team of PMs specialists (real estate, infrastructure, and energy).

Responsible of different projects, such as:

- Housing Development of 2,100 & 350 houses in approximately 90 & 30 Hectares respectively.
- Corporate Buildings and Office Spaces: 3, 7, 9 levels and Gas Stations: seven projects (PEMEX regulations).
- Commercial Spaces of approximately 270,000 square feet.
 - Management and negotiation with internal and external entity's (government), suppliers and clients.
 - Development of internal templates and flow charts.
 - Phase identification information. Detailed reporting and scheduling. Executive Reports.
 - Time and cost management, Development of investment memos.
 - Quality Control: Corrective, preventive, and predictive programs.

Purchasing and Cost Manager

Design and manage different control strategies, standards, and procedures in the areas of costs, budgets, and inventories.

- Ensure the correct planning and execution of various budgets, primarily for construction execution.
- Monitoring and follow up of direct and indirect purchasing. General contractor's specific equipment's and supplies.
- Procurement of loans and financial schemes for construction and land acquisition projects.
- Establish negotiations directly with private investors.
- Validating and examining the supply programs by areas, reviewing volumes and stocks, economic conditions, and timing, as well as quality and financing.

Former Experience - Aguascalientes, Mx. (From August 2007 – November 2010)

- Purchasing and Cost Manager with a General Contractor, Constructora Flores Hermanos.
- Operation Manager with a EPCM Company, Constructora Hirigintza.
- Project Controller with a EMPC Company, Ingenieros Civiles Asociados (ICA).
- Construction Manager with a Housing Contractor, Pedra Construcciones.

Education

Universidad Autonoma de Aguascalientes - Aguascalientes, México (2004-2009)
(B.E) Civil Engineering. Graduated with honors with a GPA of 91 (out of one hundred).

Technical Expertise

- Design Software: AutoCAD, Civil CAD, AWin98, Google Sketch Up, Revit, BIM360.
- Cost Estimation Software: Neodata, Opus, Campeon plus.
- Project Management Software: Microsoft Project, Monday, Wrike, Asana.
- Fundamental Software: Word, PowerPoint, Access, Publisher, Excel (Macros).
- Others: Procore, Conclude CDE, Power BI, Enkontrol (ERP), Microsoft Dynamics 365, SAP (ERP), Minitab, WinQSB 2.0, Contpaqi, GIAS v2, CorelDRAW Graphics, Vegas Pro.

Certifications and Affiliations

- Certified as Project Manager Professional (PMP®), in renewal process.
- Certified Automotive Mechanic Professional.
- Certified Accounting Professional.
- Certified LEED Green Associate.
- Certified in AutoCAD design software (CMIC).
- SIX sigma Green Belt.
- Shingo Model Affiliate.
- IFMA Affiliate.

Languages

- Spanish (native), English (fluent).