RAMIRO FERNÁNDEZ DE ULLIVARRI
INDUSTRIAL ENGINEER

ABOUT ME

I bring experience in Project Management, not only in technical skills but also in my ability to understand team needs and business vision.
I like staying updated on the latest technologies hitting the market. I'm always looking for innovations that make our lives easier and connect us in better ways.

INFORMATION

Permission to work in European Union (NIE)

+34 634 219 901 📞

Barcelona, Spain 🏠

rfullivarri22@gmail.com ✉

WORK EXPERIENCE   MY LINKEDIN PROFILE 🔗

PROJECT MANAGEMENT OFFICER — AB-INVEB CERVECERIA QUILMES

JUN - JUN
2022-2023
DIGITAL TRANSFORMATION

Managing digital transformation projects in sales, leveraging insights, data, and agile methodologies to adapt and digitize traditional processes and roles. By incorporating valuable insights, redefine sales strategies and evolve the team to meet the emerging requirements of the digital era.

Achievements:
-**Sponsored Task (BEES FORCE):** In charge of the launch of a new business unit focused on selling time from our sales force to other companies. Set up the pricing strategy and measured the impact on the Net Reveneu and EBITDA of the company.

-**Repositioning in Small Format:** Increase the sales volume by incorporating repositories in a sub-channel of supermarkets.

DATA ANALYST OPERATIONS — AB-INVEB CERVECERIA QUILMES

FEB - JUN
2021-2022
SALES

I generated the necessary insights for salespeople, supervisors, and managers. In addition, I was analyzing, defining, and monitoring the KPIs and objectives of the sales force. Support of an entire sales force.

Achievements: LINK FOR MORE INF
-**LARGO Project (Chatbot):** Tool to provide the essential and necessary information in real-time to the sales force, such as Stocks, Delivery days, Street orders, Coverage, etc. Channeling more than 2,000 queries per month and thus improving the productivity of analysts

BUSINESS DEVELOPMENT REPRESENTATIVE — AB-INVEB CERVECERIA QUILMES

MAR - FEB
2020-2021
SALES

Construction of the relationship with the client, management of the client portfolio, and development of the company's brands at points of sale. Management of commercial objectives.

Achievements:
Reactivation of "Güemes" Post-Pandemic gastronomic center, recovering 40% of customers in the area who do not buy.

BUSINESS ANALYST (I+D+I) — GRUPO CARGO (LOGISTICS)

MAR - MAR
2019-2020
IT

I was responsible for implementing, achieving objectives, and tracking project deadlines. This was done through **SCRUM methodology** sprints.

Achievements: LINK FOR MORE INF
-**Vostok Project:** Inventory with drones in warehouses. Increase safety inside the warehouse and decrease the cost of inventory by 20%

PERSONAL PROJECTS

HEALTHY FOOD TAKE AWAY BUSINESS

DIC - AGO
2020-2022
OWNER

Owner of 2 franchises. I was in charge of the complete **management of a work team of 9 people,** suppliers, sales growth, and process standardization. I raised sales by 50% by ordering the production processes and increasing the brand's market presence. (@somos.coma)

DIGITAL TRANSFORMATION CONSULTANT

JUN - NOW
2023-2023
DIGITAL TRANSFORMATION

I`m a process consultant working in a small food startup. My job involves improving all processes and implementing automation to streamline operations and boost productivity. In this case, I´m working with Python building for the operational process **www.pranna.es**

EDUCATION

- **INDUSTRIAL ENGINEER** National University of Tecnology UTN Argentina 2013-2019 (Graduate)

- **ENGLISH (B2)**   10 years of study at the Camelot english institute

- **PYTHON DEVELOPER** Developed personal projects to apply and enhance Python skills. Primarily focused on process automation and data analysis. I worked with different libraries and frameworks like Selenium, Pandas, Numpy, Streamlit, Mathplotlib, Plotly, TensorFlow, Scikit-Learn, etc. GITHUB REPOSITORY LINK

ONLINE CURSES

- Power BI (LinkedIn Learning, 2022)
- Python Advance Curse (NeuralNine 2022)
- Python Intermidiate Curse (NeuralNine 2022)
- Python Beginner Curse (NeuralNine 2022)
- Functional analysis (AB-Inveb, 2021)
- SQL con Postgresql (Udemy, 2021)
- Become a Data Analytics Specialist-The Path (LinkedIn Learning, 2021)
- Project management PMI (Kinetic, 2020)
- Excel: Economic Analysis and Data Analytics(LinkedIn L., 2020)

SKILLS

EXCEL EXPERT

POWER BI ADVANCE

POWER AUTOMATE INTERMIDIATE

POWER APPS ADVANCE

ASANA INTERMIDIATE

PYTHON INTERMIDIATE

SQL BASIC

GITHUB BASIC