



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

+34 634 219 901

Barcelona, Spain

rfullivarri22@gmail.com

WORK EXPERIENCE [MY LINKEDIN PROFILE](#)

BUSINESS PROJECT MANAGEMENT OFFICER

AB-INVEB CERVECERIA QUILMES

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 Revenu and EBITDA of the company.

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

SALES ANALYST

AB-INVEB CERVECERIA QUILMES

2021
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

2020
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.

RESEARCH + DEVELOPMENT + INNOVATION ANALYST

GRUPO CARGO

2019
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

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](#))

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** Self-learning [GITHUB REPOSITORY LINK](#)
 - **WEB SCRAPPING:** Price analysis of a product in - Mercado Libre.com
 - **CHATBOT WITH NN:** Chatbot learning from a simple NN to search for information from a DDBB

PROGRAMS

EXCEL
EXPERT

POWER BI
ADVANCE

POWER AUTOMATE
INTERMEDIATE

POWER APPS
ADVANCE

ASANA
INTERMEDIATE

PYTHON
INTERMEDIATE

SQL
BASIC

GITHUB
BASIC