Simon Sebastian Medici

Industrial Engineer - Product Manager

Product Manager with a proven record in planning and optimizing products and services offered in the security sector. My international experience in Mexico and Melbourne (AU) has shaped and deepened my understanding of foreign cultures.

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📍 Mexico City, Mexico

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AREAS OF EXPERTISE

React | Javascript | Tailwind | HTML | CSS | Product Management | Product & Market Research | Project Management | Interdisciplinary Thinking | Design Thinking | Customer-centered Thinking | Team Player | Interpersonal Communication Skills | Development & Training | Requirements Engineering

WORK EXPERIENCE

Product Manager Security
Monacor Switzerland Corp.

01/2020 - 09/2021   *Rotkreuz, Switzerland*

Achievements/Tasks

- Restructured product and service portfolio by adding new services in planning stage which generated 15% more return per project.
- Managed identifying USPs in the covid-period to stand out against the competition. Therefore streamlining the product portfolio, which lead to cushion the losses in the event sector of the company during the pandemic.
- My creation of customer journeys across our diverse customer-base lead to a clearer segmentation of our clients. Which allowed the company to target the specific groups more accurately.
- Strategic, financial and operational responsibility for product area of CCTV equipment and alarm systems.
- Market research, competition-analysis and price calculation in the CCTV and alarm systems sector.
- Developed and created marketing plans over various channels together with the marketing department.
- Lead workshops for presentation and training purposes of equipment in the CCTV and alarms sector.
- Train and certify Key-Customers on specific alarm Systems.

Contact : *Sascha Wydler - s.wydler@monacor.ch*

Security Manager / Logistics Coordinator (Student-Job)
Schneiderei Verein / Intercomestibles Corp.

11/2014 - 12/2019   *Zurich, Switzerland*

Achievements/Tasks

- Security Manager: Managed safety and entrence during opening hours.
- Logistics Coordinator: Guiding and instructing delivery drivers.
- Coordination and disposition of deliveries.
- Clearance and loading of deliveries.

Multimedia Technician
Limmatronic Ltd.

04/2011 - 06/2013   *Oberengstringen, Switzerland*

Achievements/Tasks

- Responsible of complete project cycle, from planning, installation to maintenance of complex satellite systems.
- Project responsibility for CCTV and alarm systems.
- Lead the installation team on security, satellite and audio-multiroom projects.

EDUCATION

Industrial Engineer Bachelor of Science
Lucerne University of Applied Science and Arts
09/2016 - 07/2019   *Lucerne, Switzerland*
Courses
- Mechanical Engineering
- Exchange Semester at University of Monterrey, Mexico
- International Certificate

English Language School
Australian Pacific College
11/2015 - 02/2016   *Melbourne, Australia*

LANGUAGES

German   English   Spanish   French

CERTIFICATES

English Advanced (07/2019 - Present)   International Certificate (07/2019 - Present)

PROJECTS

Thesis on behalf of Zuehlke Engineering Corp. (02/2019 - 07/2019)
- Change driven by digitization in the retail industry

VOLUNTEER EXPERIENCE

Reservations Specialist Volunteer
Palapas Ventana
10/2021 - 01/2022   *La Paz, Baja California Sur*
Tasks/Achievements
- Scheduled and organized Guest bookings across various channels. (Bookings, airbnb, email, socialmedia)
- Organized resources for activities such as diving, fishing and kiteboarding according to demand.

Contact : Fabi Avila - contact@palapasventana.com

REFERENCES

Sascha Wydler ☐
"Managing Director Monacor Switzerland Corp."
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Prof. Dr. Michele Kellerhals ☐
"Head of Bachelors Program Business Engineering"
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Mariano Barros
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Dr. Shawn West ☐
"Institute of Innovation and Technology Management IIT"