

Curriculum Vitae



ID-55686 Juan Manuel

Ferrol (A Coruña), Spain

Date of birth: August 14th 1977

Skills:

Proactive - Autonomous - Strong communication and presentation - Analytical - Methodological
- Strategic planning - Transformational leadership - Resilience Decision-making - Computer proficiency - Team leader - Strategic & Operational

Professional:

December 2018 - actually

Hifi Filter Iberia S/L, Key Account Manager Spain & Portugal

Responsibility:

- Increase revenue and ROI.
- Reporting weekly to central headquarters
- Training key costumes and commercials in E-commerce new platform

November 2016 - November 2018

Hifi Filter Iberia S/L, Regional Key Account Manager - Spain

Responsibility:

- Increase revenue and ROI.
- Coordinate and attend at fairs and exhibitions
- Reporting weekly KPI's to central head quarter
- Warehouse troubleshooting and inventory

Results:

- Developing strategic to improve B2B revenue
- By cross-analyse the annual consumption value of items with their demand variability
- Exponential increase in turnover over European subsidiaries n-2 = 45%, n-1 = 87%
- Delivery lead time reduced in 40% from items not stocked in Spain, from the central warehouse in France or global suppliers to clients loading dock

March 2016 - November 2016

Independent Strategy Consultant helping companies and colleagues of metal sector and foreign companies to land in Spain.

October 2007 - March 2016

MONTAGO, Montajes y Talleres Gómez S/L, CEO & Co-founder

Manufacturing and assembly of industrial equipments in Naval, Wind Power Industry and industrial maintenance.

Leading the company in several roles as Production Manager and Supply Chain Manager.

I coordinate end to end supply chain national and international among others matters of a company administrator.

October 2005 - Sept 2007

Grupo M3 Consultores Automoción y Obra Pública S/L Project Manager -

Offering consulting solutions for the valuation of a network of official dealers, warranty audits, quality audits, business strategy according to brand procedures. Top-tier automotive and truck.

October 2005 - September 2007 Project Manager

Kasar Industrial y Naval S/L Project Manager.

Guide process improvement & cost reductions actions, warehouse inventory control and material acquisition, technical specifications, license and rules in line with HSE policy.

February 2004 - June 2005

Grupo EYMOSA VENTOGAL Project Purchaser. Welding Steel Parts.

Field: Naval, Wind Power Industry and industrial maintenance.

Review of budgets and procurement of materials meanwhile tracking project cost

Handling the logistic, transport, contracts and purchase orders.

October 2002 - February 2004

Grupo EYMOSA VENTOGAL Quality and Environmental Responsible

•Customer NCR reports • Coordinator in Quality Control activities • FMA model

EFQM Model • Implementation and certification of UNE-EN-ISO 9001, 14001 & OSHAS

LANGUAGES

Spanish Native, mother language

English Fluent in writing and speech, full professional proficiency

Portuguese Capable in speech and reading

EDUCATION

2005 - 2006 Senior Technician in Occupational Risk Prevention, Xunta de Galicia
Specialized in Hygiene, Occupational Safety and Ergonomics. 600 h.

1998 - 2003 Bsc Water Management, HZ University of Applied Sciences (The Netherlands)

ADDITIONAL TRAINING

2008 SAP Business One Implementation. SERESCO. A Coruña

2005 Internal Auditor of Quality UNE-EN-ISO 9001. COFER. A Coruña

2003 Development and Implementation of Environmental Management System according
UNE-EN-ISO 14001 Fundación Empresa, Entorno y Medioambiente. Madrid

COMPUTER

Windows – macOS

SAP B1 ERP / AS400

Excel

Autocad

INTEREST

Friends and family

Travel

Photography

Surf Instructor for 10 years