

PERSONAL DATA

ID-56334 ALBERT

BIRTH DATE: 09/09/1992

SEX: Male

BIRTHPLACE: Tortosa (Tarragona)

CURRENTLY LIVING: Tortosa (Tarragona)



- Team player, Cross-functional, Fast-learner and Committed to Goals Achievement -

ACADEMIC INFORMATION

- Primary and three first years of secondary school in Col·legi Diocesà Sagrada Família in Tortosa (Tarragona).
- Final years of secondary in IES Joaquim Bau in Tortosa (Tarragona).
 - University Access Test (PAU): final qualification of 8 over 10.
- Mechanical Engineering in the Escola Tècnica Superior d'Enginyeria Química of the Rovira Virgili University in Tarragona and University of Girona.
 - 2 years on High Performance Athlete Full Scholarship Program in the Catalan Olympic Rowing Center in Banyoles, Girona.

PROFESSIONAL EXPERIENCE

- **Internship in Amitech Spain, SA as a Mechanical Engineer. July-September 2014.**
- **Technical Quote Assistant in Jabil Packaging Solutions, Tortosa. October 2016 – February 2018.**
Tasks and responsibilities included:
 - Direct report to Executive Technical Director Europe.
 - One-year hands-on training program understanding all technical aspects of Thin Wall Packaging Injection Molding from toolmaking to process optimization:
 - 6 months part-time working on the Toolroom floor, focus on New Molds Construction and Assembly.
 - 6 months part-time working on the Manufacturing floor in Process Engineering Department.
 - Providing the BD Organization with economical and technical IM turnkey-solution proposals for new projects introduction: coordination of engineering teams and IM equipment suppliers.
 - Support to Executive Technical Director Europe on new IM technologies research and general management of the European Technical Structure.
- **Business Development Engineer in Jabil Packaging Solutions, BSC Tortosa. February 2018 – January 2020.**
Tasks and responsibilities included:
 - Direct Report to Sr Director, Technology Strategic Development.
 - Management of Key Accounts' P&L's and Business Development in Europe.
 - Single point of contact for customers: average NPS Score amongst of 9,5.
 - Global Cross-functional Teams Leadership for preparation of new opportunities proposals and management of NPI's.
 - Negotiation of commercial agreements and profitability assessment (from both operational and financial standpoints, responsible for +20MM USD/yr. sales).
 - Subject Matter Expert in Packaging Sustainability and Innovative Materials.
 - Support to the rest of European BD Organization on the matter across business segments: preparation and presentation of solutions according to customers' needs.
 - Member of the global divisional packaging sustainability development core team.
 - Direct contact with material suppliers' technical and sales organizations.
 - Participation in main Packaging Circular Economy, Sustainability and Innovative Materials conferences and exhibitions.

– **Business Unit Manager in Jabil Packaging Solutions, BSC Tortosa. January 2020 - Today.**

Tasks and responsibilities include:

- Direct Report to Business Unit Director and dotted line to Technology VP.
- Management of a global Business Unit.
 - Global BU escalation contact.
 - Proactively open new market opportunities within BU coordinating cross-functional teams (marketing, engineering, project management, etc.).
 - Preparation and execution of strategies to hit BU revenue and profitability targets.
- Divisional Packaging Sustainability and Circular Economy Team Leader.
 - Understand current global packaging sustainability status and legislative landscape and execute strategies to prepare division and customers for future developments.
 - Explore global packaging market to advise on best technologies and substrates to direct divisional M&A activity.
 - Lead internal and customer training sessions.
 - Point of contact for related institutions and industry associations (such as Ellen MacArthur Foundation).
 - Attend and represent JPS in Packaging Sustainability-related events (last event was National Geographic's Forum on Circular Economy in Washington, DC).

LANGUAGES

- Spanish and Catalan: mother languages. Excellent speaking, reading and writing in both languages.
- English: excellent reading, speaking and writing.
 - Certificate in Advanced English from Cambridge University.
- Just starting French A1.

PC AND SOFTWARE KNOWLEDGE

- Expert use of Microsoft Office software suite.
- Experience in AutoCad, Autodesk Inventor and ProEngineer software (CAD, 3D design and mechanical analysis).
- Fundamentals of Data Science (Excel and R).
- Knowledge of C++ and Scilab (Matlab), programming and data mining languages.