



# Luis F. P.

Mechanical Engineer



## Summary

**Luis F. Peña Bernal** has been working for 10 years as a mechanical engineer in the automotive industry. In international positions in the areas of sales and customer service, quality management and maintenance, he was also able to build up relevant method and process knowledge in the area of project management and supply chain management in addition to leadership experience. His intercultural profile with fluent Spanish and English as well as good knowledge of German complete his profile.



## Experience

Nov 2018 - present

### Global OE Key Account Manager

**Mobis Parst Europe N.V.**

- Generating and developing business opportunities at executive level with OEM's in Europe with a specific focus on chassis & module products
- Cooperating between customers and cross-functional internal teams to ensure the timely and successful delivery of our solutions according to customer needs
- Monitoring and analyzing best practices, market trends, consumer trends, and the competitive environment
- Forecasting business plans for developing new opportunities

Oct 2016 - Jan 2018

### Pricing Analyst

**Auto1 Group GmbH**

- Analyzing and determining car prices in real-time, based on in-depth market research for countries such as Germany, Spain, Portugal and Italy
- Leading negotiations with internal and external employees to achieve a 15% profit on every auction
- Setting market prices- and competitor analyses for the international car market
- Educating and on-boarding new starters for the pricing department

Oct 2013 - Aug 2015

### National After Sales Director

**Praco Didacol S.A.S**

- Leading the most successful dealership (out of 13 branches) and maintaining a customer satisfaction rate of over 96% for 6 consecutive months
- Exploring and building strong relationships and networks with customers for new business and up-sell opportunities
- Implementing and adapting the Kaizen Program, to assure and improve the quality of customer service
- Developing more efficient processes within the organisation.
- Managing a team of 16+ people

Oct 2012 - Jul 2013

### National Engineering Maintenance Manager

**Distoyota S.A.S Colombia**

- Being accountable for monitoring and achieving maintenance service requests for Toyota vehicles
- Reviewing all activities and requests performed by outside contractors for cost-effective operations
- Inspecting and optimizing vehicle supplies by enhancing the request platform

Apr 2010 - Apr 2012

### Quality Control Manager

**Automercol S.A. (Mercedes-Benz)**

- Coordinating and training a team for quality inspections such as transmission, engines, electronic systems
- Assuring product quality by reviewing and re-processing maintenance according to Mercedes-Benz standards



## Education

Oct 2015 - Mar 2017

### Hochschule für Technik und Wirtschaft Berlin

- MBA & Engineering in Automotive Management - GPA : 1.7 / 1.0

Jul 2010 - Aug 2013

### Universidad Escuela Colombiana de Carreras Industriales

- Specialist in General Preventive Maintenance - GPA : 4.1 / 5.0
- Mechanical Engineer - GPA : 4.1 / 5.0
- Automotive Technician - GPA : 4.2 / 5.0

Jan 2007 - Nov 2009

### Universidad Internacional del Ecuador

- Mechanical Engineer - GPA : 4.0 / 5.0



## Hobbies

- Cycling
- Crossfit
- Puzzle
- Reading



## Personal Info

**Address**  
Germany

**Phone**

**E-mail**

**Date of birth**  
31 Jul 1986



## Software

MS Office



DMS



Matlab



Autocad



## Languages

Spanish



C2

English



C1

German



B1