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Spanish (native) - English (prof.)
Argentine & UE nationality (NIE)

SKILLS

Leadership
Assertive communication
Teambuilding & work
Global strategic vision
Multicultural geo and multitask

EDUCATION

- Senior Managers Program: Business Administration, Senior Management, Marketing, Finance, Strategic Management, IT, Change Management, General Management (The University of Western Ontario - Richard Ivey School of Business - Canada)
- Industrial Engineer (Catholic University Argentina -UCA)
- IT Bachelor Degree (Catholic University Argentina - UCA)
- Finance & Project Postgraduate Degree (Univesidad de Buenos Aires - UBA)

Gregorio Tomás Giarrusso

INDUSTRIAL & COMMERCIAL ENGINEER

Industrial Engineer with postgraduate degrees. Strong generalist experience: General Management and Regional Corporate Management, Commercial, Sales, Marketing and Customer Service, Operations, Commercial Logistics, Planning, and Administrative & Financial: P&L, Budget, FCST, and KPI, achieving concrete results in management across Countries, Markets, Regions, Areas, Divisions, and Business Units, with a generalist, strategic, and global vision. Main specialties: Developing Start-ups and/or boosting the turnover of a domestic or international business, by monitoring KPI's according to the Budget (and FCST), P&L, and developing an HR structure (Coaching/Mentoring) and talents, all aligned. Multi cultural DNA.

LATAM DIRECTOR - EXPORT MANAGER

VT POWER / VT BATTERIES - SPAIN (2024-2026)

VT POWER & VT BATTERIES is a leading company with head office in Burgos City (Spain), in automotive batteries, lubricants, and after market product across more than 60 markets @ world.

CEO LATAM & USA

AGOA - ARGENTINA (2019-2024)

Start up and develop from Argentina to other markets: Paraguay, Peru, USA, Central America with new concept B2B & B2C e-commerce self managed platform sales.

INTERIM GENERAL MANAGER

BODYLOGIC - GRUPO PISA - MEXICO (2017-2019)

Grupo PISA is the leading seller of generic pharma products in Mexico and several countries in LATAM. Working together Board of Directors to grow sales in Mexico, Hispan USA, Central America, Peru and Bolivia markets

GENERAL MANAGER

LA SANTE - GRUPO CARVAL - COLOMBIA (2014-2017)

La Sante Vital is part of one of the leading pharma groups in Colombia-Cali (CARVAL-La Santé), Leading seller of generic pharmaceutical products in both Colombia and several Latin America. countries. General Management (as an expatriate) with a commercial focus and the business strategic developmen, change management for Colombia and LATAM.

GENERAL MANAGER

KITCHEN FAIR - USA/VENEZUELA/COLOMBIA (2012-2016)

General Manager (Expatriate). Responsible for leading the multidisciplinary team, driving the company's startup in Colombia and the USA, with a regional matrix, and Venezuela.

REGIONAL & CORPORATE GENERAL MANAGER

ESSEN ARGENTINA/URUGUAY/CHILE/BOLIVIA/PARAGUAY/PERU/USA (2008-2012)

Full business responsibility for its operations in Argentina and Latin America (Chile, Paraguay, Peru, Uruguay, Bolivia, Hispanic USA). Member of the Executive Committee, along with the shareholders, the rest of the board, and the founding family, reporting to the Chairman of the Executive Committee Professional head of business transformation in Argentina toward a Latin American regional model and the start-up of its own subsidiaries in Uruguay, Bolivia, Paraguay, and Peru. Staff under management: 140 people, including eight senior management positions: Marketing, Sales, Foreign Markets, Training, Product, Information Technology, Commercial Projects, and Latin American Commercial Operations. Responsible for managing the Sales Force of more than 18,000 active entrepreneurs, Associate Points of Sale, and Trade Marketing strategies

REGIONAL LATAM DIRECTOR

AMWAY CORP - ARGENTINA & LATAM (2002-2008)

Planning and directing strategies focused on Nutrition and Wellness (Vitamins and Dietary Supplements) for Latin America, achieving sales growth, market share, and profitability objectives in this category. Serving 12 countries: Argentina, Uruguay, Chile, Brazil, Colombia, Venezuela, Costa Rica, El Salvador, Honduras, Guatemala, Panama, and Mexico, with a combined 6 markets, based on their needs and budgets. Development and monitoring, together with MLM leadership for Latin America, of "Global Best Practices," launch schedules, and NUTRULITE Experience Centers (Retail). Matrix management synergizing global strategies with local markets in Latin America. Nutrition and Wellness Annual Budget, SWOT analysis, Key Performance Indicators (KPIs), Profit and Loss Statement (P&L), Product Portfolio, Branding and Communications, Annual Budget and FCST by country and local market / LA Region. Coordination of a team of LA healthcare professionals based in Argentina (Medical, Nutrition, and Physical Activity). Work base in Buenos Aires, working collaboratively with Multicultural teams located in Monterrey (Mexico - LA HQ), Ada (Grand Rapids Michigan – USA - Global HQ), and Los Angeles (California - USA). Reporting to the VP of Market and Sales for Latin America based in Monterrey, Mexico

BUSINESS SUPPORT MANAGER

ALLERGAN PHARMACEUTICAL - BOTOX - ARGENTINA (2001-2002)

Start-up and follow-up of this new area for Argentina, reporting to the General Manager. Member of the LATAM logistics team, reporting to the Regional Logistics Director (HQ BR - Sao Paulo). Head of Support for the Business Units: Pharma, Eyedrops, C.L.C.P., Surgery, and Botox. Responsible for Commercial Logistics, Customer Service, Planning, and Food Service Management (FCST) using the SAP/R3 system, Imports/Exports, Freight Forwarders, and Operational Quality Control, Pharmaceutical Market Audits and Productivity Analysis, Business Intelligence, and E-business.

Business Unit Manager Responsible for managing the OTC Business Unit in Argentina with national reach and over 1,000 associated Points of Sale (POS) between opticians and pharmacies (Retail).

Responsible for managing the Pharma, Eyedrops, and Botox Business Units in Uruguay, with a strategic partnership with Abbott Laboratories of Uruguay.

SALES & MARKETING MANAGER

MC CAIN FOODS - ARGENTINA (1999-2001)

Objective Setting, Strategic Commercial and Operational Planning for Development of the Food Service Business Unit, reporting to the Commercial Director for South America. Management of all Business Unit P&L variables. Preparation of the Business Plan, Annual Budget, and monitoring of the monthly FCST. Launch of new products and integration of the semi-mass market (Food Service) with the mass market (Retail) in national supermarket and hypermarket sales chains. Leadership of the sales team (with remote invoicing and national logistics for 22 accounts in the Institutional channel / Direct sales to Hypermarkets). 120 Distributors in the combined market.

SALES & OPERATION MANAGER

PENNZOIL PRODUCTS COMPANY - ARGENTINA (1995-1999)

Start-up and follow-up in Argentina and Uruguay: Organization and management of distribution channels and sales force, opening of traditional channels, supermarkets, associated sales outlets, and alternative marketing (Retail), reporting to the Country Manager. Established strategic alliances with the automotive sector and associated workshops. Implemented the regional marketing plan developed by the parent company (Houston, Texas, USA).