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Married
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Experience

2012- 2014 (2 years) Freelance Process Automation Consultant

Trainings in company on Foundation Fielbus, Profibus DP and PA and Explosion Protection (ATEX IECEx, NEC)

Freelance technical articles writer on Process Automation.

Consultant for engineering companies and system integrators.

2012- 2014 (2 years) Manager at Pepperl+Fuchs Argentina S.R.L.

Country responsible for the sales operation of the Argentina's company subsidiary

Development of pricing strategies

Project pursuit and key-accounts management

Business development

Main achievements:

- Achieving growth of the PA Division sales over previous year in an import restrictions environment
- Development of alternative import channels
- Maintain the profitability of the subsidiary in a price controlled business environment.
- Development of a sales working team
- Strategic project pursuit and follow up.
- Regional PA project proposals coordination

2011/2012 – Process Automation Manager at Pepperl + Fuchs Argentina S.R.L.

Key Account Manager

Technical Advisor for Process Automation applications and projects

Support and training of end customers on the product portfolio

Generation of commercial and technical proposals and product's selection by application

In company product sales and technical presentations and training

Work team training and support

Industries: Oil & Gas, Chemical and Petrochemical, Food & Beverage, oil/grain industry and bioenergy, Steel.

Products: Process interfaces, Intrinsic Safety Solutions, Remote IO systems and solutions, Fieldbus systems and solutions, intrinsically safe interface solutions for DCSs and SIS, HMI Systems, Process Instrumentation. Signal conditioners, Wireless Hart solutions.

Customers: Siderar, Siderca, Invensys Argentina, ABB, Emerson Process Management, Honeywell Process Systems, Schneider Electric, Rockwell Automation, Techint Ingeniería y Construcciones, Tecna, Tecnet, Cervecería Quilmes, General Mills/La Salteña, Unilever, Cargill, Louis Dreyfuss Commodities, YPF, Noble Argentina, Akzo Nobel, Terminal 6, Petrobras, Bunge, Cementos Avellaneda, Loma Negra, among others..

2009/2010 – Process Automation Division Responsible at Pepperl + Fuchs Argentina S.R.L.

Same functions as above under regional manager supervision.

Similar Industries and customers portfolio

2006/2009 - Process Automation Division Responsible at Bruno Schillig S.A.

Support and training of end customers
Internal/external technical support
Generation of commercial and technical proposals

Similar Industries and customers portfolio

1997/2006 - Inside sales at the Process Automation Division at Bruno Schillig S.A.

Generation of commercial and technical proposals
Inside sales, technical support

Similar Industries and customers portfolio: additionally to the previously listed: Car production industry, Packaging, contact and support for distributors

Products:

Additionally to the above listed: proximity sensors, AS-I based sensor systems

Similar Industries and customers portfolio

1997/2006 – IT responsible at Bruno Schillig S.A.

IT Manager of MS Windows Server based networks
Installation and support of workstations and servers, end user support (help desk), Lotus Notes Server and Client installation and administration
Network's Backup administration

1992/1996 –AutoCAD specialist at Osram Argentina. Plant's engineering technical assistant.

Technical assistance to the Engineering department
Technical documentation generation
Plant layout optimization

Skills:

Ample experience in the selection and use of explosion protection technologies, with special emphasis on intrinsic safety systems and solutions

Ample knowledge on:

- Main DCS and SIS supplier's product lines:
- Fieldbus networks based on Foundation Fieldbus, Profibus and AS-I standards.
- HMI systems based on PC or Thin Client architectures, especially for applications in potentially explosive or corrosive environments.
- Proximity sensors systems (inductive, capacitive, photoelectric and ultrasonic technologies) and in level sensors for process industry applications.
- Technical articles redaction for market specialized magazines
- Experience as presenter and booth host in trade fairs
- Excellent communication skills, both written and oral, valuable for technical or commercial presentations
- Ability to demonstrate advantages of own proposals over competing ones.
- Experience in dealing with foreign customers located in Latin-America's Southern Cone (Brazil, Bolivia, and Chile).
- I'm used to approach each new challenge with full responsibility and I like the possibility of expanding my knowledge of the industry.
- I'm confident in dealing with higher level management
- I have been working as a key account manager for the past 4 years.

Mechanical Engineering

University of Buenos Aires 1985-1996

High School

De La Salle School, 1973-1984

Additional Skills

Languages: English