

CARLOS BOANERGES LÓPEZ GUÍZAR



Birth: September 2nd 1991 | **Status:** Married | **Language:** English and Spanish |
Direct: + (502) 3058-5616 | **Secondary:** + (502) 5493-9893 |
carlos_blg@hotmail.com | **Current location:** Guatemala, C.A.

PROFILE

Dynamic and adapting professional, self-motivated individual seeking for continuous improvement of all processes and administration tasks in a company. Highly trained and experienced in business and administrative matters: sales, quality management, resource administration, inventory analysis and planning; oriented to cooperation, teamwork, customer service and trustworthy. Strong sense in achieving goals and continuous improvement.

EDUCATION AND TRAINING

2014	Postgraduate Studies: Finance Management Postgraduate Universidad Galileo de Guatemala - Guatemala, Guatemala. First quarter approved.
2014 to 2015	Technical Studies: Insurance Specialist Instituto Tecnico de Capacitacion y Productividad (INTECAP)- Guatemala, Guatemala. Program closed, pending thesis to opt for the degree.
2009 to 2014	College Degree: Industrial Engineer - Magna Cum Laude Universidad del Valle de Guatemala - Guatemala, Guatemala. <ul style="list-style-type: none">• Year 2013 and 2014 - Academic distinction for getting more than 90 average points class.• Year 2011 and 2012. - Academic distinction for getting more than 85 average points class.
1994 to 2009	High School Diploma: Arts and Science. Colegio Guatemalteco Bilingue - Guatemala, Guatemala.

MAIN APTITUDES

- Effective Team worker
- Organized
- Leadership
- Customer service oriented
- Coaching and communication skills
- Numerical and analytical skills
- Problem solver and negotiation skills
- Project Management skills

PROFESSIONAL EXPERIENCE

01/2016 to current	Customer Business Development Sales Manager Procter & Gamble - Guatemala, Guatemala. Responsible for building partnerships with distributors and retail customers using drive and ingenuity to deliver company's sales goals. Implementing marketing plans for various P&G brands and increasing distribution of company's products in the assigned territory. <ul style="list-style-type: none">• Customer service oriented and negotiation skills Negotiating with distributors to achieve the sales goals of the company (Sell in), by understanding the client's needs and developing plans to solve his objections, mainly oriented in developing sell out plans.• Leadership and Effective Team Worker Leading, developing and hiring a team that includes regional and departamental sales supervisors, salesman, merchants, typists and delivery teams; all to accelerate the sell out of each of the products
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managed in the different sales channels: traditional (high frequency stores) and wholesalers. More than 60 people in charge.

- **Numerical and analytical skills**

Analyzing sales data, creating and executing strategic sales plans for each territory, analyzing market needs to achieve distribution goals, marketing and market share (Sell out)

06/2014 to 12/2015 **Facilities Manager**

Xerox – Guatemala, Guatemala

Responsible of the facilities management, including coordinating construction projects, planning and monitoring machinery maintenance, developing and ensuring compliance of physical security and safety policies, leading maintenance and physical security teams to ensure proper operations of the facilities.

- **Project Management Skills**

Coordinating and supervising construction projects and ensuring proper communication and resource availability for the project. Developing and executing corporate strategies regarding real estate resources, space optimization policies and international ergonomic standard compliance.

- **Business Communication**

Training staff on issues related to industrial safety, physical security and safety programs. Ensuring Occupational Health and Safety of employees at the facilities, creating and implementing procedures for industrial safety and emergency action plans.

- **Customer service oriented**

Continuous improvement in customer relations by considering internal customer and supplier's feedback.

- **Leadership**

Lead the maintenance and physical security teams to ensure the physical safety and security of all employees and proper operation of facilities. 25 direct reports.

05/2013 to 06/2014 **Quality Manager**

Seguros G&T - Guatemala, Guatemala.

Responsible of the continuation of the quality management system implemented in the company under the ISO 9001:2008 international norm, ensuring compliance with the requirements of what a quality management system represents. Conduct internal quality audits, identify opportunities for improvement, standardize and improve processes, continuously improve processes of the organization.

- **Numerical and analytical skills**

Data collection, statistical analysis to identify sources of error in the company's Human Resources, Collections, Strategic Planning, and Sales processes.

- **Software Management (Soft Expert)**

Maintaining information up to date on the corrective actions plans related to the internal quality audits and processes evaluations.

- **Problem solver**

Conducting internal quality audits, identifying opportunities for improvement. Planning and executing action plans to ensure continuous improvement of the organization.

- **Organized**
Standardizing processes by elaborating documented procedures, to ensure sources of error in the company's processes are diminished and eliminated.

LEADERSHIP AND VOLUNTEER EXPERIENCE

- 2012 and 2013 **Leader volunteer in the non-profit organization** "Enactus Universidad del Valle de Guatemala" - *Is a global community of students that works with leader in business who are committed to use the power of entrepreneurial action to improve the quality of life for people in need.*
- Volunteer of the project "Reciclato" (2012 and 2013).
- 2012 and 2014 **Auxiliary course at** "Universidad del Valle de Guatemala"
- Year 2013 - Auxiliary course "Finance Administration"
 - Year 2012 and 2013 - Auxiliary course "Fluid Dynamics "
 - Year 2012 - Auxiliary course "Entrepreneurship and Business"
- 2011 **Leader volunteer** for general elections in Guatemala
- 2015 **Leader volunteer in the non-profit organization** "Habitat" - *Is a non profit organization that mobilizes volunteers to fight poverty by constructing transitional housing solutions*
- Volunteer of the project in communities of El Progreso, Guatemala (2015).

SKILLS AND INTERESTS

- Diplomas for Quality Auditor courses. 2014
- Black Belt in Kenpo Karate, Kenpo Karate Castillo Team.
- Participate in voluntary groups.
- Travel.

JOB REFERENCES	PERSONAL REFERENCES
Nelson Larin Country Manager Guatemala, Procter & Gamble +(502) 5951-4944	Herbert Sapper Strategic Alignment Director, Seguros G&T +(502) 5411 - 1024
Martín Barreda CBD Sales Manager, Procter & Gamble +(502) 5016 - 4112	Diego Prera CBD Sales Manager, Procter & Gamble +(502) 5009 - 1040