

CURRICULUM VITAE

Coll Trius, Pablo



Date of birth: 25/01/1970
Nationality: spanish
Marital status: married, with 2 sons

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SKILLS

BUSINESS ACUMEN



From my years of experience in different industries, countries and roles. I have gained, as person and professional, a good understanding of how businesses work.

TEAM PLAYER



My "sporty DNA" has 2 main ingredients: teamwork and personal effort. all soft skills required to excel in both are almost ,1:1 transferable to work. I enjoy leadership, motivate, help others get the best out of them. Based on a good set of values such as trust, listening and empathy.

OPEN MIND



Years of experience open your mind to welcome change and view change and other views not as a threat but as a positive opportunity to learn, create and grow. My personal and professional exposure to other cultures (USA, North and South EU, India, China & South America) has set the grounds for a good understanding and approach to several cultures.

PROBLEM SOLVING



Based on my experience I consider the key for a right solution, Understanding that problems are to be approached differently whilst analyzing de available data, applying critical thinking and a bit of creativity.

My business acumen and exposure to different cultures has given me the patience and tools to find the correct approach.

COMMUNICATION



I consider good listening skills and empathy a base for a good communication. Asking the right questions, honesty and summarizing areas of agreement are a good base for understanding.

IT



Even though I do not consider myself a "techy". I have worked as a Consultant + Sales of a Software Company, which makes puts me close to such a description. Besides this last experience I have taken active part in the IT strategy and implementation of systems and methodologies.

WORK EXPERIENCE

may/2014 -
present

Category Manager

Lidl , Montcada i Reixac, Spain (<http://www.Lidl.es>)

Main Product or Service: Retail

Number of Employees: +12.000

Turnover: +3000M

Achievements:

- Currently working on the introduction of a modified Balance scorecard methodology to develop our supply chain.

Main functions: Lidl understands the purchase position as Category management. That is, Analyze the competitors and market trends to define and develop the range of products. Optimize the shelf space and the result of the company as well as the buying experience of our costumers:

- Develop the current range of products base on market and new trends.
- Negotiate and close with suppliers the price, quality, delivery conditions of my range
- Inform all areas of the Company to ensure the correct maintenance of the products and delivery on time to the shops
- Inform the Top management and International Headquarters of the evolution of my range and projects
- Develop the supply-chain to reach the best price/quality ratio of the market
- Work with Quality, external labs and the suppliers to ensure the quality delivered is in line with the signed agreements

Nov 2012 –
Dec2013

Regional manager & Technical director Bcn Office

Benteler Engineering Services Barcelona, Spain (<http://www.benteler-engineering.com>)

Main Product or Service: Engineering services

Number of Employees: 650

Turnover: +7500M

Achievements:

- 3 projects in the first year and key partner agreements.

Main functions:

- Develop the current customer base to include Benteler Engineering Services as external supplier.
- Acquire new Key customers.
- Find and analyse potential Engineering partners.
- Evaluate possible JVs and partnerships agreements.
- Develop a local team.
- Recruitment to fulfil the international engineering needs of BES.
- Find, evaluate and develop new business lines
- Represent the company in negotiations and presentations.
- Developing Short-term, Medium-term & Long-term Business lines strategy.

March 11-
12 advisory
BM

CFO & Business Development

The Quimera Project , Barcelona, Spain (<http://www.quimera-project.com>)

Main Product or Service: Sustainability, EV, Energy

Number of Employees: 4

Turnover: 25M

Achievements:

- 3 Mobility projects direction on top of my CFO duties

Main functions:

- Represent the company in negotiations and presentations.
- Developing Short-term, Medium-term & Long-term Financial Planning.
- Preparation & Analysis of Consolidated Financial Statements
- Ensure the planned results of company will be achieved through the different current & future projects in the Company's life cycle.
- Due diligence compliance according to the requirements of the investors
- Business development in China, Germany, Belgium, UK
- Mobility Area Project leader

Sept 09-
March 11

Sales & Mkting Director USA & Germany

Plásticos Erum ,Alcoy, Spain (<http://www.erumgroup.com>)

Main Product or Service: Plastic hangers & recycling

Number of Employees: 350

Turnover: +50M

Achievements:

- Positive opening and establishment of the company in both markets. During the first year start operations with 4 clients two of them strategic for our World wide operations.

Main functions:

- Analysis, development and establishment of a sustainable business Model in USA and Germany.
- Key account Manager Worldwide for Wal-Mart, Levis & Strauss, OVS and H&M
- Company responsible in New Market prospections in Italy, Sweden, Denmark and Brazil
- Support in the continuous improvement activities of the Company

May 08-
Sept 09

Partner

CHC S.L ,St. Cugat del valles, Spain

Main Product or Service: Consultancy (Purchase and Business optimization)

Number of Employees: 4

Turnover: +0,5M

Achievements:

- Development of a new consulting value proposal in the Spanish market and 2 clients

during the first year of activity.

Main functions:

- Business Results as an overall
- Sales activities
- Consultancy at senior level
- Junior supervision

May 06-
May 08

CEO Iberia

FACTON GMBH ,Potsdam, Germany (<http://www.factoron.com>)

Main Product or Service: Consultancy (IT Cost & process controlling)

Number of Employees: +50

Turnover: +3,5M

Achievements:

- Development of a new consulting value proposal in the Spanish market and 2 clients during the first year of activity.

Main functions:

- Business Results as an overall
- Sales activities
- Consultancy at senior level
- Junior supervision

March 05 –
May 06

Project Finance manager

Bentley MC Ltd.,Crewe, England (<http://www.bentleymotors.com>)

Main Product or Service: Manufacturing

Number of Employees: 3700

Turnover: +1,5 billion

Achievements:

- culture change in of the team to be much more proactive understanding the needs of our customers and develop a methodology adopted by the engineering function in order to develop budgets and control expenditure.

Main functions:

- Ensure the planned results of company will be achieved through the different current & future projects in the Company's life cycle.
- Control of the financial models for project decisions and coordination of the financial inputs into the Group and Brand Product Strategy committee.
- Work with the personnel manager on Engineering Headcount issues.
- Management and development of the project finance team.

July 01 –
march 05

Cost engineering manager

Bentley MC Ltd., Crewe, England (<http://www.bentleymotors.com>)

Main Product or Service: Manufacturing

Number of Employees: 3700

Turnover: +1,5 billion

Achievements:

- Development and implementation of a knowledge management system in order to create an analysis and continuous improvement tool and methodology that will enable the company to take strategic decisions at any stage of the project with much accurate information. As well as supporting different functions of the Company in supplier negotiations and study of alternatives or financial impact of changes

Main functions:

- Ensure the planned results of company will be achieved through the different current & future projects in the Company's life cycle.
- Establish the group VW processes and implement the Target costing philosophy.
- Planning and development of a cost engineering department.

May 99 –
july 01

Product Line Controller Segment S0/S1

SEAT S.A., Barcelona, Spain (<http://www.seat.com>)

Main Product or Service: Manufacturing

Number of Employees: +11000

Turnover: +7000 M

Achievements:

- Development and implementation of a knowledge management system in order to create an analysis and continuous improvement tool and methodology that will enable the company to take strategic decisions at any stage of the project with much accurate information. As well as supporting different functions of the Company in supplier negotiations and study of alternatives or financial impact of changes

Main functions:

- Ensure the planned results of company will be achieved through the different current & future projects in the Company's life cycle.
- Establish the group VW processes and implement the Target costing philosophy.
- Planning and development of a cost engineering department.

Dec 96 –may
99

Export Market, Fleets & Badge Products VW Controller

SEAT S.A., Barcelona, Spain (<http://www.seat.com>)

Main Product or Service: Manufacturing

Number of Employees: +11000

Turnover: +7000 M

Achievements:

- Development and implementation of a methodology of analysis as well as the financial tools needed.
- Definition and implementation of a central price Dbase.
- Promote a change of mentality in the department as well as the areas we interacted with.

Main functions:

- Proactively work with commercial in order to maximize export sales income and contribution margin.

EDUCATION

09/98 –
06/02

Administración y dirección empresarial

U.I.C. (Universidad internacional Cataluña), Barcelona, Spain, <http://www.unica.edu>

- Major in en Finance, Marketing y international economics.
- Title whilst working

09/89 –
06/93

Bachelor of Science in Business Administration (in English)

INEDE (FERT), Barcelona, Spain

- Graduated as Top 5
- Major in en Finance, Marketing y international economics.

08/87 -
06/88

UNED + US

Canadian HS, Canadian, Texas, USA

- Senior year in HS combined with a distance course in order to get it co validated in Spain. UNED (Distance approved Spanish agency)
- Who is who in Government and All district football player

LANGUAGES

Mother tongue(s)	Spanish & Catalan		
Other language(s)	SPEAKING	READING	WRITING
English	PROFICIENCY MICHIGAN	PROFICIENCY MICHIGAN	PROFICIENCY MICHIGAN
German	FLUENT	FLUENT	FLUENT
French	Regular	Good	REGULAR

ADDITIONAL INFORMATION

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|-----------------|--|
| Computer skills | <ul style="list-style-type: none">• MAC & Microsoft packages advanced user level• Various technical software for estimations and analysis• SAP basic |
| Seminars | <ul style="list-style-type: none">• Negotiation and various skills training programs• Sales 1:1 coaching, self awareness, 360 and other personal growth courses• Business development, innovation, team building...etc.• I have never stopped learning and I plan to continue doing so. |
| Projects | <ul style="list-style-type: none">• I have been involved in many task forces and workshops in the different positions I have hold.• At personal level, I have helped my wife to create her own Interior design company and my parents to develop a family business.• The Quimera experience has been a continuous learning experience and a good platform to get involved in different fields. |
| Hobbies | <ul style="list-style-type: none">• Any sport• Off-track travelling to really understand other cultures• Cooking and sharing it with my friends & family |