

Professional engineer with a **Masters in Business Administration**, results-oriented with +8 years of experience in manufacturing industry **developing teams** that based on the **continuous optimization of processes** and **participative leadership** helped overcome financial goals by reducing costs up to US\$2.5 Million and **managed budgets** up to US\$35 Million. With ability to **coordinate, manage and optimize processes, human, material, intellectual, technological and financial resources** at various levels of operational process: Administration, Production, Maintenance, Research and Development, Logistics, Quality and Sales.

Employment History

ADMINISTRATIVE MANAGER

2013 – 2014

AMERICAN PRO – RENO NEVADA, US

Local company dedicated to provide interior and exterior maintenance in the commercial and industrial sectors.

Job Responsibilities

- Administration and financial areas, cash flow, customer portfolio, budget, etc.
- Determine sales prices, to increase the product portfolio and expand the customer range.
- Prepare and implement a business development plan.

Achievements in the position

- Implement controls and administrative processes** in key areas such as purchasing, payroll, paying suppliers, calculation and validation of state and federal taxes.
- Increased sales** by 35%. Established a client monitoring program and networking.
- Established a marketing program**, increased by 300% in the business influence zone.

OPERATIONS MANAGER

2011 – 2013

GRUPO VALLAS - GUATEMALA

www.gpovallas.com

Multinational company with presence in Latin America, leader in mass communication, dedicated to indoor and outdoor media communication, industrial production of large format printing, production of advertising modules, etc. Reporting directly to the General Manager. Responsible for 70% of the expenditure budget of the organization.

Job Responsibilities

- Manage functional areas of the Operations Department: Production, Maintenance, Research and Development, Logistics, Quality and IT.
- Respond of 1 production facility and 3 distribution centers in different cities within the country.
- Supervise, suggest and validate the development and publication of the schedule of: production, maintenance, logistics and sampling to meet business requirements.
- Define the guidelines, limits and goals that should govern each area to meet the strategic plan of the company.
- Analyze and propose solutions to reduce nonconformities resulting from customer complaints and process measurements.
- Take relevant decisions to detect deviations in the metric assigned to each area and focus resources to achieve the mission of the company.
- Optimization of production costs, maintain an optimal rotation of the warehouse of raw materials.
- Determinate and calculate of variable compensation of operative personnel.

Achievements in the position

- Optimize and classify delivery routes**. Increasing compliance in 46%. **Increase in the fulfillment of maintenance** within <48 hours by 67% in 2012.
- Research, develop** and make available to the commercial area +5 new products.
- Increase the installed production capacity** by 45%.

- Reduce expenses** by 9% in the budget of 2012.

QUALITY MANAGER

CEMEX

2008 – 2011
www.cemex.com

Multinational company with global presence a leading manufacturer of building products such as cement, concrete and aggregates. Reporting directly to the General Manager. +5 Plants nationwide. Responsible for 75% of the operating budget of the organization.

Job Responsibilities

- Assign and monitor compliance of the guidelines in the production process, purchase of raw materials and finished products to ensure customer satisfaction.
- Manage quality system and laboratories in 6 plants nationwide under ISO 17025 and 9000 and provide logistical support in conducting quality audits.
- Statistical process control of key process parameters.
- Schedule, supervision and validation of capability studies, raw material testing, in-house chemical and physical analysis.
- Analyze, and propose solutions to reduce nonconformities resulting from audits, customer complaints, and process measurements.
- Assign, measure and take the actions necessary for compliance with the indicators of operational efficiency and KPI's.
- Coordinate technical reviews of project implementation, specifications and / or product scope, feasibility studies and consultancy in the field.
- Maintain the program of continuous innovation of products based on a research and development program.
- Responsible for variations in production cost and raw materials consumption.
- Knowledge and application of ASTM and ACI standards.

Achievements in the position

- Save** 7% of the authorized budget of \$35M.
- Achieve **production efficiency** of 101%, 7% **decreases in the standard deviation** and **reduction of the failure** rate to 10% in 2011.
- Develop** 5 + new products which increased between 18% and 22% sales in 2010-2011.
- Implementing** ISO 17025 in laboratories nationwide.
- Reduce production time** by 228%, which increased production capacity by 43%. Year 2008.
- Redesign the curve of materials**, increase by 251% of estimated savings. Target saving of \$59.5k. First quarter 2008.
- Savings of 42%, equivalent to US\$1.52 million in negotiation with suppliers from Costa Rica, Mexico, USA and Brazil in the purchase of raw material.

LEADER OF ENGINEERING SECTION

INGENIO SANTA ANA

2006 – 2007
www.santaana.com.gt

National leader in agroindustry that leverages the resources of sugarcane. Reporting to the Head of Engineering. Responsible of 45% of the operating budget of the department, +100 operators, supervisors and group leaders.

Job Responsibilities

- Planning, control and execution of maintenance programs of buildings, machinery and infrastructure and expansion of seeding areas,
- Manage and schedule the purchase of materials and supplies needed for projects and daily activities.
- Responsible for distribution of domestic labor, equipment and contractors for compliance of projects, including welders, electricians, equipment operators and heavy equipment operators, surveyors, drivers, builders and crew chiefs.

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- Prepare and manage budgets.
- Determine and calculate of variable compensation of operative personnel.
- Knowledge and application of ASTM and ACI standards.
- Management of contractors and suppliers.

Achievements in Position

- Reduce by 1.5 months the time of delivery in the main expansion project, with a savings of \$ 179k.
- Generate 3% savings in fuel, equivalent to \$ 40k. 2007.

ENGINEERING SUPERVISOR

2005 – 2006

MUNICIPALITY OF SAN JUAN ERMITA

www.munisanjuanermita.gob.gt

Office of the government sector, dependence on the municipality of San Juan Ermita, Chiquimula. Reporting to the Director of City Planning.

Job Responsibilities

- Managing projects implemented in the municipality, the design and construction of new infrastructure such as school buildings, recreation centers, water systems, etc. and maintenance of existing infrastructure.
- Coordinate subcontractors on various projects in execution, control and validation of payments of projects through progress.
- Elaborate budgets for project execution either for construction or maintenance.

Achievements in the position

- Increase to 93% on time delivery of technical documentation for bidding on new projects.
- Reduce by 11% the costs of implementing new projects.

ORGANIZATIONS

BNI (BUSINESS NETWORK INTERNATIONAL)

2013

Active Member

www.bninevada.com

- Increase by 10% the number of recurring customers.

GUATEMALAN CEMENT AND CONCRETE INSTITUTE

2010 – 2011

Vice President - Technical Sub Committee Of National Standardization

www.iccg.org.gt

- Disseminate and deliver technical proposals for the approval of 5 standards of national importance.

ACADEMIC HISTORY

- Master of Business Administration (MBA).** Preston University.
- Specialization in Structural Design.** University of San Carlos of Guatemala.
- Bachelor of Civil Engineering.** University of San Carlos of Guatemala.

SPECIALIZED COURSES

- Harvard manage mentor.
- SAP R3.
- Integral supervision.
- Project management.
- 5's program.
- Bribery and international corruption.
- LEGACY. Leadership in safety program.
- Leader 360.
- Performing quality assurance and control.
- Process management and quality