

SALVADOR GUERRERO SUAREZ DEL REAL

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EXPERIENCE |

MARKETING CONSULTANT BEI-E MANUFACTURING COMPANY OCTOBER 2017 TO PRESENT LA CEIBA, HONDURAS.

- Identification of the market demand on the latinamerican region for five product lines of automatic industrial equipment. I did market research for: Cable Assembly Automatic Processing Machine, Optical Inspection Automatic Machine, and Printed Circuit Board Surface Mounted Technology Automatic Machines.

GRADUATE PROGRAMS COORDINATOR. CENTRAL AMERICAN TECHNOLOGICAL UNIVERSITY. OCTOBER 2011 TO APRIL 2017 LA CEIBA, HONDURAS.

- Courses programing, budget management, customer service for teachers and students, new projects development, logistics management for teachers traveling and graduation exams, and market research for proposed new study programs.
- Management of Human Resources processes such as teachers recruiting, selection, contracting, and performance evaluation.

TEACHER CENTRAL AMERICAN TECHNOLOGICAL UNIVERSITY MARCH 2010 TO APRIL 2017 LA CEIBA, HONDURAS.

- Taught several college courses on Blended Learning mode, using Moodle and Blackboard platforms. I taught Management, Marketing, Market Research, Research Methodology, and Consumer Behaviour.
- I supervised Graduation Projects and Professional Practices of students doing their projects for their professional exam "as a final requisite for students to finish their studying program.
- I received intensive training on Andragogy as well as other topics linked to the education practice.

TEACHER AND CONSULTANT. TECHNOLOGY UNIVERSITY OF HONDURAS NOVEMBER 2007 TO FEBRUARY 2010 LA CEIBA, HONDURAS.

- Teaching Small Business Entrepreneurship, and Methods Engineering.
- I did a Market Research on citizenship insecurity for the World Bank.
- Facilitation of Workshop-Seminars of Strategy Planning and Organizational Sustainability for diferent Not for Profit Organizations.

STRATEGY PLANNING ADVISOR SNV THE NETHERLANDS SERVICE FOR THE SOCIAL DEVELOPMENT. APRIL 2005 TO OCTOBER 2007 LA CEIBA, HONDURAS.

- I implemented Strategic Planning workshop seminars for several not for profit social development organizations being choosed by the SNV as customers. These organizations were such as Credit Unions, Caritas de Honduras (Catholic Church branch for social development), Tourism Chamber of the City of Tela, Amitigra Foundation, etc.

TRAINER AND TEACHER. TECHNOLOGY UNIVERSITY OF HONDURAS, AND NATIONAL FUNDATION FOR THE HONDURAN DEVELOPMENT. 2000 TO 2005 SAN PEDRO SULA, HONDURAS.

- Trainer of the course: "Statistical Tools for Quality" for FUNADEH.
- Implemented a Performance Evaluation System for "Comal Network."
- Teacher of Small Business Management, Business Plans and Methods Engineering.

STATISTICAL PROCESS CONTROL MANAGER. CENTRAL AMERICAN ELASTICS AND TEXTILES. 1999 TO 2000 SAN PEDRO SULA, HONDURAS.

- Design, implementation and management of the Statistical Process Control department, including the personel and the managerial information system concerning production and quality of the textile plant.

- Implemented managerial reports for decision makers, either to identify and solve problems or to maintain a continuous improvement of quality and productivity.

REGIONAL MANAGER OF STATISTICAL QUALITY CONTROL CHIQUITA BRANDS INTERNATIONAL

APRIL 1996 TO APRIL DE 1999 LA LIMA, CORTÉS.

- Design and implementation of statistical quality control international projects on the air spray fumigation operations at Costa Rica and at the agricultural practices in Honduras, achieving improvements of thirty percent on the quality standards in three months.
- Statistical Process Control project presentation to top and middle managers of the latinamerican region at Bocas del Toro, Panama.
- Design and implementation of Statistical Tools for Quality workshop seminars to the administrative and operational personel.

PRODUCTION MANAGER EDIBLE OILS AND SOAP FACTORY. DOLE FOOD CO.

ABRIL 1993 TO ABRIL 1996 LA CEIBA, HONDURAS

- Management of an edible oils and soap manufacturing plant with two hundred fifty workers and sixteen engineers who were responsible for different areas like the Crude Oil Refinery, Margarine, Soap Plant, Packaging, and Quality Laboratory.
- Development of improvement projects such as the equipment update of the refinery plant, kernel oil production for fine soaps, etc.
- Coordination of logistics and programs between the marketing and production departments.
- Organizational development of the plant through organizational redesign, training, and team building.

SENIOR INDUSTRIAL ENGINEER. STANDARD FRUIT COMPANY. DOLE FOOD.

OCTOBER. 1984 TO APRIL 1989 LA CEIBA, HONDURAS

- Manager of the Industrial Engineering Department, bringing internal consulting services for all of the country's productive and administrative operations.
- Management of the Salary Evaluation System, technical advise on the negotiations with the Union, and permanent advise service to the Industrial Relations Department.
- Proyects Evaluations for the Annual Capital Budget.
- Management and training for the Industrial Engineers team.

ZONE COMPTROLLER STANDARD FRUIT COMPANY. DOLE FOOD.

OCTOBER 1983 A OCTOBER 1984 COYOLES CENTRAL, YORO.

- Operational budget management for the productive operations of the production zone of three thousand two hundred hectareas of banana plantation.
- Projects administration for the productivity and quaility improvments on the operations.
- Management of the Capital Budget supervising the capital requests procedures along the new projects evaluations.

PRODUCTION SERVICES CHIEF STANDARD FRUIT COMPANY.

OCTOBER 1982 TO OCTOBER 1983 COYOLES CENTRAL, YORO

- The main role of this position was to provide technical asistance to the Production Zone Manager, the Agricultural Manager, and all the Departments Managers of the Coyoles Production Zone of Standard Fruit Company. This technical advise was strongly oriented to continuously improve the quality, produtivity, and safety of the operations of this important business operation of this agribusiness company.
- Management of the Air Spray operations including the airport, planes maintainance, and the airplane pilots.
- Management of the disease and pest control operations.
- Management of the General Services operations. (Zone restaurant, green areas maintenance, and vigilance.

INDUSTRIAL ENGINEER STANDARD FRUIT COMPANY.
APRIL 1979 TO OCT. 1982 LA CEIBA, HONDURAS.

- Internal consultant delivering technical advice country wide on this knowledge areas: Methods Engineering, Project Evaluation, Wage Management, and Organizational Development for Department Managers and Production Zone Managers.
- Developed new projects on both the productive and administrative areas that brought costs savings and quality improvements on the operations. Projects such as: Labor Force Programming, Flexible Harvesting Crews, Air Spraying Method Improvement, Nematicide Application Equipment Improvement, Sugestion Program, New Customers Registration Method Improvement for the Hospital, Retirement Emproyee's Program Project Idea, etc.
- Permanent activities: Technical and economic advise for the new contract signatures with the Labor Union every three years. Maintenance of the Wage Points Evaluation System for the workers, Technical advise for the capital and operational annual budgets every year, balance and continuos improvement for the harvesting, packing and transportatoin crews in all zones and farms of the Honduras Division, method and payment studies for every new labor practice or the improvement of the existing ones.
- International projects: Training for the Industrial Engineer that enabled him to create the Industrial Engineering department in the Colombia Division. Method and payment study for the new nematicide application at the Nicaragua's División..

EDUCATION | **INSTITUTO TECNOLÓGICO Y DE ESTUDIOS SUPERIORES DE MONTERREY,**
MONTERREY, N.L. MEXICO.
MASTER ON BUSINESS MANAGEMENT

Minor on Marketing, y Organizational Development.

UNIVERSIDAD DE TEXAS EN AUSTIN, TEXAS, U.S.A.
MARKETING CONCENTRATION – STUDENT EXCHANGE PROGRAM

INSTITUTO POLITÈCNICO NACIONAL, MÈXICO, D.F. MEXICO
INDUSTRIAL ENGINEER

Minor on Process Management.

COMPETENCES | Strong problem solving skills. High impact public presentations. Traning. Workshop-Seminars delivery. Teamwork.

INTERESTS | Spending time with family and friends. Outdoors. Reading, personal computing, gastronomy, history, and gardening.

LANGUAGES | **SPANISH: NATIVE**
ENGLISH: FLUENT