

SALES



LUIS H GONZALEZ

- ✓ Professional
- ✓ Compromise
- ✓ Attitude
- ✓ Goals Oriented



PROFILE

My expectation is to develop a career into the business and manufacturing environment providing firms with deep knowledge and solutions for business opportunities and improvement in industrial processes through sustainable tools to assure the long-term revenues of the firms and future generations.



EDUCATION

Copenhagen Business School / 2013

Master in Economics and Business Administration

EGADE Business School / 2011

Master in International Business

University of Tecnológico de Monterrey / 2009

Bachelor in Mechatronic Engineering

Academy of Music & Arts / 2007

Clarinet performance, chamber music and orchestra.



TECHNICALSKILLS

- Microsoft Office Tools
- SAP
- Unigraphics and related 3D modeling



LANGUAGE

- Spanish: Native
- English: Business
- German: Basic
- Danish: Basic



REFERENCES

- Available Upon Request



WORKEXPERIENCE

Sales Area Manager | Monterrey, Mx.

Hudson Shipping Lines / June 2017 - Present

- Market research, Project Management, Supply Chain Management, Negotiation
- Supply chain: Blue water shipping, ports, trucking.
- Industries: Steel, Mining, Agri business, Fertilizers

LATAM Area Sales Manager | Monterrey, Mx.

Steelcon Chimneys & Dominion Industry / 2016 - 2017

- Utilize market research expertise to open new business opportunities in Latin America for the Danish Steelcon Chimneys and Dominion Industry Division.
- Closely work and build relations with EPC's, Steel Mills, Cement, Gas & Oil, Power Generation, Glass, Mining and Ceramic Industries.

Account Executive | Saltillo, Mx.

Acero Prime / Steel Service Center / 2015 - 2016

- Manage international accounts and negotiate prices with potential customers/projects.
- Increase Net Sales through new portfolio and improving current relations. Closely work with OEM's, Tier 1, Steel Mills, Steel Traders, Steel Service Centers

Account Executive | Monterrey, Mx.

Grupo Collado / Steel Service Center / 2014 - 2015

Packaging Engineer | Monterrey, Mx.

Takata Steering Wheels / Tier 1 Fabricator / 2010 - 2011



Monterrey, Mexico



M. +52 1 812 513 42 33



luhago@gmail.com