

Juan Carlos Mendez

jcmendezb62@gmail.com ♦ 512-528-3987 ♦ www.linkedin.com/in/jcmendezb62

Seasoned Managing Director & Business Data Analyst

Specializing in Production or Industrial Manufacturing, Inventory Management in both Industry and Commerce, Industrial Machinery Maintenance, and Nationwide Sales. Seasoned professional with over 30 years of experience across multiple industries. Skilled in identifying business challenges and implementing effective solutions through comprehensive enterprise knowledge and methodologies. Proficient in rapidly improving revenue and profits through collaborative approaches, consistently achieving a minimum of 30% improvement.

Skilled in advanced data analysis, adept at uncovering concealed business opportunities within large datasets. Experienced in leveraging Microsoft Excel, including MS Power Query / Power Pivot and handling databases comprising over a million records. Additionally, proficient in utilizing Power BI to create comprehensive dashboards for data visualization. Facilitate the professional development of colleagues within an optimal training setting, crafting training materials and exercises enriched by insights gained from practical work experiences.

Leveraging my involvement in international enterprise scientific committees such as IFAC (International Federation for Automation and Control) and ISO TC 184 SC 5 Committee (Interoperability, Integration, and Architectures for Enterprise Systems and Automation Applications).

CORE COMPETENCIES

Production or Industrial Manufacturing ♦ Inventory Management in Industry and Commerce ♦ Industrial Machinery Maintenance ♦ Nationwide Sales ♦ Problem Solver ♦ Business Analyst ♦ Improving revenue and profits ♦ Advanced data analysis ♦ Data Processing ♦ Business Trainer ♦ Strategic Planning ♦ MS Excel / Power Query/ Power Pivot / Power BI ♦ Resource Management ♦ HR Management ♦ Communication ♦ Client Service Oriented ♦ Enterprise Architecture and Methodology ♦ Process Flow with BPMN

EXPERIENCES AND ACHIEVEMENTS

Polímeros Ópticos de México, Monterrey, NL, MX

2018 – 2022

Sales Director

- ♦ Analyze raw data using MS Excel tools like Power Query, Power Pivot, and Power BI to identify market opportunities for increased sales volumes and units sold,
- ♦ Create strategic sales promotions involving discounts, volume-based free product offers, and brand combos,
- ♦ Oversee managers and sales professionals, fostering an environment conducive to sales growth through effective communication, ongoing training, and skill enhancement,
- ♦ Establish a strategic sales incentive program aimed at boosting the performance of specific products targeted for increased sales,
- ♦ Achieved a 60% increase in overall sales over five years; despite the pandemic in 2020, sales were reduced by only 5%.

AdN Procesos Empresariales, Monterrey, NL, MX

1994 – 2007 & 2009 – 2017 & 2023 – Current

CEO and Founder

- ♦ Develop and implement business strategic plans to drive business growth,
- ♦ Train consultants and client personnel in enhanced management skills,
- ♦ Utilize diverse methodologies for consulting projects, ensuring a ROI of over 400%.
- ♦ Successfully conclude numerous cross-industry projects or extend additional consulting services to 60% of our clients.
- ♦ Integrate advanced management methodologies and information technologies to enhance customer service.

GOCASA Homebuilder, Monterrey, NL, MX

2008 – 2009

Chief Construction Officer

- ♦ Oversee and authorize budgets for designated areas such as complexes, individual houses, and contractor expenditures,
- ♦ Enhance production capacity by 35% through restructuring initiatives and the recruitment of skilled contractors,

- ◆ Plan and implement the development of 2,500 houses, encompassing both urbanization and housing phases,
- ◆ Enhance visibility into construction progress by closely tracking the development stage, budget allocations, and completion status of each house.

London Consulting Group, Monterrey, NL, MX

1992 – 1994

Analysis Director for Mexico, Central America, and Colombia

- ◆ Attained a 90% success rate in securing new business by comprehending business requisites, devising strategies, and outlining essential studies for the consulting team,
- ◆ Cultivated client relationships by aligning strategies with their business objectives, employing operational practices, and defining clear responsibilities,
- ◆ Elevated project sales from USD 400,000.00 to USD 1,200,000.00 per project, delivering sales that met customer needs and expectations,
- ◆ Conduct training sessions for all LCG personnel, focusing on honing analysis techniques, enhancing presentation skills, and refining client relationship management.

Institute of Management Resources, Mexico City, MX

1988 – 1994

Sr. Analyst for Mexico Nationwide

- ◆ Support Presenting Analyst in understanding client needs and driving project sales,
- ◆ Define study requirements aligned with analysis strategy,
- ◆ Analyze company aspects—HR, software, and hardware,
- ◆ Supervise and train consultants, oversee studies, and present findings to top management.

EDUCATION

I.T.E.S.M. Campus Monterrey, MX

1983 – 1988

Bachelor's Degree

Major in Industrial and Minor on System Engineering

I.T.E.S.M. Online University, MX

1999 – 2008

Master of Science

Specialization on Productivity and Quality

Thesis: "A Methodology to Assess the Maturity Level of an Implemented Enterprise – Architecture Model"

Languages

Spanish (Native)

American English

- Conversation (Very Good), Reading (Very Good), and Writing (Good)

CERTIFICATIONS

CONOCER, part of Mexico's Ministry of Education, stands as the National Council for Standardization and Certification of Labor Competencies. It's dedicated to certifying and standardizing the skills and competencies essential for diverse job roles across industries in Mexico. Certifications granted:

EC0076 Evaluation of the competency of candidates based on Competency Standards.

EC0089 Product inventory control planning.

EC0217.01 Teaching human capital training courses in a group face-to-face manner.

EC0301 Design of human capital training courses in a group face-to-face manner, its evaluation instruments and course manuals.

EC0305 Provision of customer service.

EC0366 Development of online training courses.

EC0518 Specialized sale of products and services.

EC1283 Coordination of warehouse administration and logistics in the industrial, business, warehouse, and supply chain sectors of merchandise distribution centers.