

Staff

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Birthdate

25-11-1982

place of birth
Santiago

Gender
Male

Nationality
Chilean

Marital status
Married

Driving license
B – D

LinkedIn
www.linkedin.com/in/victor-aquintana-domínguez-839844145/

Languages

Spanish	Native
English – Polyglots	B1 – B2

Interests

Reading Human Behavior and Self-Management.

Emotional and mental training reading.

National and International Travel, for Rest or Work

Bicycle as an amateur

Loving and sharing quality time with the family (Family Reconciliation).

Excursions and Tourism in and outside Chile.

Victor Alejandro Quintana Dominguez

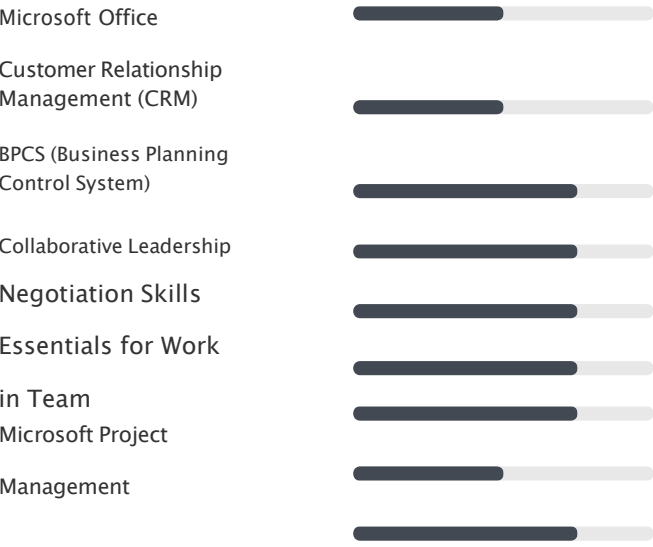
Mechanical Engineer with more than 23 years of experience in the Industrial and Mining sector, fulfilling different operational and commercial functions from Executing/Leading Field Maintenance for different Drilling Equipment to achieving direct responsibility for a Repair Center in the Northern Zone of Chile. An important achievement was reaching the role of commercial representative of the Sales Management in the Antofagasta region for the large Mining clients in the area, managing to consolidate high-performance work teams and establish a Branch with excellent financial results, increased Customer Share and Market Share, focusing efforts on building interpersonal relationships of trust and visible and inclusive leadership, being responsible for a multidisciplinary team made up of Human Resources, Occupational Health, Technical Service, Contracts, Sales Force, Logistics and Autonomous Drilling Projects, dependent on the Branch in charge in the city of Antofagasta. Recently in the process of repatriation from Europe to Chile, where he plays the role of Business Development Manager in the Underground Division.

Studies and Certifications

Mechanical Engineering in Industrial Maintenance	Feb 2013 – Jun 2017
Technological University of Chile – INACAP, Antofagasta	

The Industrial Maintenance Engineer has a solid knowledge of electromechanical engineering and the administration of human and technological resources, which allows him to work in industry, construction, commerce, in companies producing goods and services, or as an independent entrepreneur.

Skills: Certified by SERNAMEG of Chile for Diversity and Inclusion.



Work Experience

Branch Manager North Zone – Chile

June 2024 – September 2024

Talleres Lucas S.A. Antofagasta – Calama – Iquique

Regional representative of the General Management for the correct operation of the Facilities and lead the local sales team, in order to enhance the market strategies and the brands represented by the company. Strong focus on the development of medium and long-term commercial strategies, estimation of market potential and territory management. 360 analysis for the positioning of the different brands with a B2B perspective. Lead a Branch with 22 permanent people on site, both direct and indirect reports. Monitoring the monthly business forecast and annual sales goals.

Business Development Manager Underground Division

January 2023 – April 2024

EPIROC España S.L.U. (Spain, Portugal, Cuba and Angola countries).

Sales and overall management manager for all product and equipment lines for underground mining, face drilling, construction and tunneling, ventilation, loading and transportation, reinforcement, long-hole production, development, chimneys, rental fleet and contract management for underground mining, digitalization, electrification, automation and development of technological projects, such as capital equipment.

Antofagasta Branch Manager – Chile

Mar 2019 – Jan 2023

EPIROC Chile SAC, Antofagasta – Iquique

Regional representative of the Sales and HR Management, for collaborators dependent both directly and indirectly on EPIROC Chile within the same region and responsible for commercial, technical, operational and administrative matters for all assets, repair and technical service workshops, infrastructure and resources available for the optimal operation of the Branch under responsibility.

Direct manager of monthly and annual sales forecast for businesses associated with the entire product portfolio for the Mining and Rock Excavation Division of EPIROC Chile SAC in the Antofagasta Region and all areas, contracts and projects dependent on the Branch under responsibility..

Key Customer Manager BHP Chile

March 2017 – Jan 2019

EPIROC Chile SAC, Antofagasta – Iquique – Calama – Santiago

Commercial Manager and overall manager of all Product Lines, Spare Parts and Services of the Mining and Rock Excavation Division at Epiroc Chile SAC for BHP in Chile.

Formulate commercial strategies and marketing strategies together with product managers, in order to achieve the objectives agreed with the business units and achieve customer satisfaction.

Maintain and manage full control of the Business and Technical Support for Minera Escondida Limitada, Minera Spence SA and Compañía Minera Cerro Colorado. Administration of Spare Parts and Mining Services Contracts with BHP Supply in Santiago, participating in CAPEX negotiations and RSC (Regional Services Contracts) – GFA (Global Framework Agreements) with BHP. Develop Sales Plan together with Marketing Manager, consolidating requirements by area and defining Business strategies that allow obtaining results. Conduct Market studies in order to determine, obtain and manage the necessary resources to serve customers according to their needs.

Strong knowledge in Automation Projects, Managing the boths big Automation Projects in Escondida Mine and Spence Mine, Operations of BHP Chile, including monthly written reporting to USA.

Know and manage TTM (Territory Management), studying customers and the activities of competitors, to define strategies that allow creating entry barriers for various competitors and also generating customer loyalty activities.

Present quarterly work plans to General Management based on the customer share of each BHP operating unit in Chile, through the SAP CRM platform.

Actively control overdue debt with BHP Payments areas, permanently maintaining the Overdue of BHP holding clients below 1%.

Key Account Manager – Escondida & Centinela Mines

Jan 2013 – Feb 2017

Atlas Copco Chilena SAC, Antofagasta – Calama

Sales and overall management manager for all Atlas Copco Chilena Product Lines, Spare Parts and Services for Minera Escondida Limitada. Additionally, since January 2015, this business development has been extended to one of the most important operations of the Antofagasta Minerals Holding, in the Centinela Mining District (Esperanza Sulfide and Tesoro Oxide).

Business Representative for all Atlas Copco Chilena SAC product lines, including:

- Surface Mining Equipment. Drilling
- Accessories and Consumables.

Construction equipment, such as portable compressors, lighting towers and generators, among others.

Fleet Manager – Surface Drill Rigs

January 2012 – December 2012

Atlas Copco Chilena SAC, Copiapó

Responsible for Technical Support, Spare Parts, Repairs and Services for Atlas Copco Chilena, for Surface Drilling Equipment based on assigned Client portfolio. Drilling Rig Models include: PV275ECS, DMM2, DM45HP, DM50, PV271, T4, T4W, ROCD7, ROCL825 MKII, ROC

L830 MKII, PV351D RCS. Mainly focused on inspecting equipment on site to prepare proposals and spare parts recommendations, enhance maintenance planning based on the TBO of the components involved, healthy lists of critical and safety stock. Additionally, within the functions I was responsible for reporting and applying the Factory Service News for each corresponding equipment, considered important in the Copiapo area such as: Vecchiola (medium-sized operations in the area and pre-split in Spence), Minera Teck Carmen de Andacollo, Codelco División Salvador, Minera Candelaria, La Coipa Mantos de Oro, Compañía Minera Maricunga, Minera Dayton and CMP Los Colorados in Vallenar.

Shift Leader Drill Maintenance

Nov 2010 – Dec 2011

Atlas Copco Chilena S.A.C., Salamanca

Responsible for Field Maintenance for the Fleet of Electric and Diesel Drilling Rigs for both production and Pre-split DTH, Models PV351D, PV351E, DMM2, DMM3, DMH, ROCL830 MKII, PV275.

Lead the daily tasks of the Maintenance Contract Technicians, apply and distribute resources appropriately, ensure safety at all times during the work performed by Site Personnel and permanently supervise the daily tasks of Maintenance Technical Personnel, and personally control high-risk maneuvers within all Phases of the Pit Mine with absolute focus on Safety. Generation of shift delivery reports and preparation of Technical Reports for fault diagnosis and analysis.

Senior Service Technician – Technical Advisor

Apr 2009 – Nov 2010

Atlas Copco Chilena SAC, Santiago – Salamanca – Copiapó

Repair and Assembly of DTH and TH Drilling Equipment in the Central Workshop in Santiago, Models ROCF7, ROCF9, ROCD7, ROCL825 MKI and ROC L830MKI.

Equipment Deliveries on Site for Start-Up. Candelaria Mining Operation, ROC L830MKII DTH Equipment. Repair of Rotary DMM3 and PV351 Eléctricas Equipment at Los Pelambres Mining Operation.

Service Technician

Nov 2005 – Apr 2009

Atlas Copco Chilena SAC, Iquique

On-site technical assistance to different drilling equipment for both surface and underground mining in the 1st Region.

Workshop Mechanic

Jan 2005 – Nov 2005

Steel Engineering S.A., Santiago

Repair and assembly of Atlas Copco Jumbo underground drilling equipment. Electromechanical execution of Overhaul Programs in the workshop. General performance at the central facilities of Atlas Copco Chilena SAC.

Mechanical Mining Contracts Operator

May 2002 – Oct 2004

Küpfer Hermanos – EMSESA Division, Los Andes – Antofagasta

Functions in Codelco Chile Andina Division

Maintenance and supply of components to Hydraulic Systems in drilling equipment and Underground mining, level 11 - level 16 – level 16 ½ - level 17 production. Logistical control for supply and replacement of components inside the mine, aimed at supplying maintenance warehouses. Equipment models: Jumbos 282, Simba H1 250, Sandvik Toro LHD 007 equipment.

Functions at Minera Escondida

Assembly and assembly of fluid connectors, components for centralized lubrication systems, flexible hoses and hydraulic circuits, instrumentation. Supply, assembly and technical assistance on site in the following areas: 3.5 Truck workshop 793–797, auxiliary equipment workshop, wet area oxide, dry area oxide, Phase IV dry lagoon concentration plant, primary crushing, electrowinning. Support in the manufacture and assembly of hydraulic lines for CAT 793B and 793C trucks, support in major maintenance programs in the workshop. Support in the assembly of the lubrication room and automatic centralized lubrication circuits in the XBP4100 PH Mine–Pro shovels.

Workshop Mechanic

Feb 2000 – Apr 2002

DERCO S.A., Santiago

Preventive and corrective maintenance of industrial equipment: Komatsu Forklifts. Mechanic under Service Contract for maintenance of the entire fleet of Komatsu Cranes at Sodimac SA Wholesale Facilities

Grounds maintenance service at all Homecenter Sodimac and Sodimac Constructor branches in the Metropolitan Region.

Recommendations :

Nelson Trejo

President Parts & Services Division NASA Region

North America & South America Region

Nelson.Trejo@epiroc.com

Daniel Hrdina

Underground Regional Business Manager Middle East & Europe

Turkey, France, Spain, Portugal, Morocco, Italy, Greece.

daniel.hrdina@epiroc.com

Sebastian Bengoechea

Business Line Manager Parts & Services Iberia

Spain, Portugal, Cuba & Angola

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Carlos Valencia Vera

Regional Automation Center Manager SAM

Digital Solutions South America

carlos.valencia@epiroc.com

Francisco Dittborn Ugarte

General Manager Talleres Lucas S.A.

fdittborn@tallereslucas.cl

Trainings

Proactive Sales – EPIROC
Epiroc Mexicana S.A.C.

Jul 2018 – Jul 2018

Target group: Epiroc sales and Marketing Force.

This training contains two blocks. The first block focuses on Value Based Selling. What is value and how can we increase the overall knowledge of finding, approaching and selling to our customers? You will learn how to customize your offer and to communicate with decision makers. The second block focuses on MRS:

- Our products
 - Fleet Management
 - 1:1 Ratio • Parts potential calculator
 - Customer Share Calculator
 - Parts Pricing How you strategically should work to increase customer share and improve consolidated profit.
- We will also discuss Total cost of ownership, Service Agreements and Midlife Service and how they influence customer share. During these days we will alternate between workshops and lectures. After successfully completed the training you will:
- Know the MRS 8 Pillar Strategy and Key to Success campaign
 - Know how to sell on Value and not on Price
 - Know the impact of Price discounts on MRS Results
 - Know how to target the active fleet and increase customer share
 - Know about various MRS Products
 - Have an understanding of the importance of supply chain for business development
- Before the training you will submit a pre-questionnaire and make sure you have the prerequisites demanded for this training. At the end of the course an assessment will take place where the requirement to pass is 70% of correct answers to get certified as an MRS Sales Person (Approved with 78%).

Leadership Program – Performance Management
EPIROC University

Aug 2020 – Nov 2020

Leadership Program – Recruitment
EPIROC University

Aug 2020 – Nov 2020

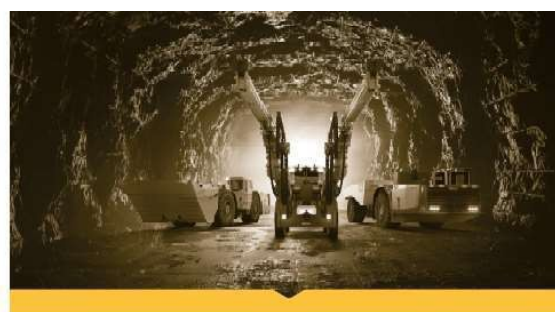
Leadership Program – Learning & Development
Epiroc University

Aug 2020 – Nov 2020

Leadership Program – Responsible Feedback
Epiroc University

Aug 2020 – Nov 2020

Leadership Program – Company Culture Leadership
Epiroc University



This is to certify that
Victor Quintana
has successfully completed
Selling Underground

Congratulations!
You have achieved a significant goal within deeper customer understanding, value-added sales, and driving sales transformation.

Örebro, February 2023

Brand Kousko Global Training and Development Lead, Underground division

United. Inspired.



Date: 11/10/2023, Duration: 6 hours 30 Minutes



This is to certify that:
Victor Alejandro Quintana Dominguez
has successfully completed
Trade Compliance Awareness Training

United in Performance. Inspired by Innovation.

Date: 11/10/2023, Duration: 2 hours 0 Minutes



This is to certify that:
Victor Alejandro Quintana Dominguez
has successfully completed
Epiroc Code of Conduct 2023

United in Performance. Inspired by Innovation.