

RODRIGO VALDENEGRO SOTOMAYOR

INDUSTRIAL CIVIL ENGINEER

CHILEAN

ID N° 15.924.840-2/ PASSPORT N° F43583154

SINGLE

39 YEARS OLD



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CONTACT

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SKILLS

Under Pressure work	<div><div></div></div>
Leadership	<div><div></div></div>
Management	<div><div></div></div>
Teamwork	<div><div></div></div>
Responsibility	<div><div></div></div>
Adaptability	<div><div></div></div>
Self-Motivated	<div><div></div></div>

SOFTWARES

Microsoft Office	<div><div></div></div>
SAP	<div><div></div></div>
Autocad	<div><div></div></div>

LANGUAGES

English	<div><div></div></div>
Oral	<div><div></div></div>
Written	<div><div></div></div>

ACADEMIC TRAINING



2003-2008

Industrial Civil Engineer

Graduated with maximum distinction
Universidad Arturo Prat



2012

Diploma in process management

A+
Pontificia Universidad Católica de Chile



2010

Diploma in management control

A+
Universidad Adolfo Ibáñez

ABOUT ME

Industrial Civil Engineer from Arturo Prat University, graduated with maximum distinction. He has more than 9 years of professional experience, developing his career in the mining sector, real estate sector, automotive sector and in the health area. In the latter, he served as Head of Operations and Services at Redsalud Medical and Dental Center, Iquique, leading a team of 45 collaborators and obtaining excellent results in budget compliance as well as work environment. As a milestone, the center achieved the largest increase in the climate survey in 2020, compared to 2019.

It has competencies and skills aimed at areas of logistics and supply, planning and operations, marketing, process improvement, customer service and skills for generating new business opportunities. With solid computer knowledge, proactive, methodical, high analytical capacity, work under pressure, excellent interpersonal relationships and teamwork. Handles English, oral and written, at an advanced level (TOEIC and TOEFL Certification).

RECOGNITIONS AND AWARDS

NATIONAL SCORE TOEIC 2012

CORFO

Advanced English Level Certification, 905 points.

PROMISING FIGURE

Position: Planning Engineer, Komatsu Reman Center Chile.
Year 2012.

«Annual award given nationally»

INNOVATION LEADER

Position: Head of planning and administration, Komatsu Reman Center Chile.
Year 2013.

EMERGENCY PLAN OPERATIONS LEADER

Position: Head of planning and administration, Komatsu Reman Center Chile.
Year 2013.

BETTER WORK ENVIRONMENT 2020

Position: Head of operations and services, Redsalud, CChC.
Year 2021

WORK EXPERIENCE

2019 - 2021

Redsalud (2 years 3 months)

Head of operations and services

- Lead RedSalud Iquique medical and dental center team made up of 45 workers: Medical Director, Dental Director, nurses, dental assistants, nursing assistants, receptionists, service assistants and external personnel.
- Comply with the operational management continuity model through weekly scheduled meetings, such as the global vision team meeting, daily planning meeting with area leaders, and performance meeting with management and leadership.
- Carry out commercial management, mainly the management of agreements with insurers, financiers, companies and compensation funds.
- Control the operational process, such as the correct functioning of applications, self-payment, computer equipment, electronic queue totems, etc.
- In Covid pandemic, monitor compliance with capacity in waiting rooms, manage sanitation application, triage operation, social distancing between patients, operational dispensers, among others.
- In patient care, monitor waiting times in line, application of procedures, download scripts ensuring compression and coordination of shifts of receptionists and service assistants in the dental and medical area.
- In infrastructure, supervise the progress and management of SEREMI authorizations, corrective maintenance, supplier alternatives, maintenance of critical equipment (elevator, air conditioners, air compressors, generator set and water reserve well) and ensure removal of hazardous waste.
- In quality, ensure compliance with indicators, quarterly patient satisfaction survey report and correct application of checklists.
- In sales, review of weekly results of the center and generate action plans for detected deviations to comply with the budget, review of medical and dental offerings with area directors, review of new service projects.

2018 - 2019

Nordic Lights- Reliper (1 year y 3 months)

Product Manager

- Lead the Nordic Lights product line from import to after-sales service, managing to insert the product into the Chilean and Peruvian market. I participated in product training at the Nordic factory in Pietarsaari, Finland, in August 2018.
- Conduct training for internal and external clients, scheduling weekly visits to the different branches in the country (Iquique, Antofagasta, Calama, Copiapó, Santiago, Concepción) and Peru (Lima), providing technical advice to the sales force, as well as to the Final client.
- Maintain stock of products in catalog. #Creation of a catalog of products with the highest rotation and respective technical sheets.
- Development and introduction of new products to the market. Samples of new lines were imported and have been tested as an improvement option.
- Carry out market research in areas where the product does not have participation. A study was carried out in the southern part of the country and is already being incorporated into segments of the forestry, agricultural and construction sectors.

2016 - 2017

Derco Center Automotive- Real Estate DeVivar (1 year y 2 months)

Head of Management and Commercial control

- Prepare monthly sales reports and projections for the general management of its two main business lines (automotive and real estate sectors), leading both sales teams and contributing to the development of new marketing strategies to attract new customers.
- For the Derco Center Stop Dealership, the ranking of the dealership that was in last place nationally (40/40) in June 2016 was improved, achieving 8th place in May 2017 (period goal: Top Ten).
- For the real estate business, we improved sales volume by 500% monthly average. In the first quarter of 2017, we managed to sell the total number of units sold in 2016 and with projections of tripling the sales level compared to the previous year.
- In both lines of business, I developed media plans in written press and digital marketing, based on market studies that I carried out in the city.
- I actively participated in the restructuring of the sales rooms (environment and equipment), thus improving the customer experience on the floor.
- In addition to the aforementioned activities, I developed imports from China for new businesses of the owner of the holding company, working on the preparation of the project and the process of purchasing and importing the products.

2013 - 2014

Komatsu Reman Center Chile (1 year y 5 months)

Head of Planning and Administration

- The general objective of the position is to contribute to the achievement of organizational objectives, guaranteeing adequate management of sales and times related to the different stages of the administrative and operational process. At the same time, it must achieve customer satisfaction through periodic visits, weekly reports on the status of its components and ensure compliance with committed delivery dates.
- Among the main functions is intervening in the planning and programming of work, with the aim of giving priority to the client's requirements when there are unforeseen events in their respective mining operations. As a result, we obtained a 92% level of satisfaction with our main client in FY2013.
- Openings of new lines of business, such as the repair of 930E traction motors in the area.
- After-sales service for clients in zone I, further strengthening our quality of service.
- I was appointed innovation leader for the Iquique branch, working in SGI administration and kaizen (continuous improvement) projects.
- Responsible for the safety of the work team. As a team, we obtained zero accidents in FY2013 that were directly related to a failure in the production planning or control process.

2012 - 2013

Komatsu Reman Center Chile (8 months)

Process Engineer

- Responsible for monitoring, controlling and improving the company's management indicators in a transversal manner, placing emphasis mainly on the times of components entering the line, evaluation times, publication of budgets, managing customer approvals and finally complying with the repair times stipulated for each line of work. To achieve this, we generate a daily Report that identifies the critical components in the different lines, thus alerting the sources that we must target and prioritize.
- Carry out evaluations of plant expansion projects, in order to maximize productivity and minimize operational and administrative times. A process flowchart was designed, with its respective procedure manual, which clearly indicated those responsible and tasks associated with the position. This project was called "New Work Roadmap".

2010 - 2012

Komatsu Reman Center Chile (2 years y 4 months)

Planning Engineer

- Responsible for planning, coordinating and controlling daily activities for electromechanical, hydraulic and electrical workshop. To achieve this objective, the programming model was modified and work began with an online spreadsheet, which improved access to information and greater control over the tasks planned by the administration and controlled by the operation.
- Manage the purchase of materials for the repair of components according to demand projected by the annual maintenance plan. which led to the need to prepare a master sheet, which contained the BOM (Bill of Material) per component, with their respective change rates projected for a quarterly repair period. This managed to control the "Turn Over" of logistics, managing to reduce the inventory and the volume of spare parts immobilized in a period of 6 months, from 27% to 15%.
- Cross-cutting with the areas of operation, logistics and supply, quality assurance and commercial, for efficient planning and fulfillment of scheduled work. As planning, weekly meetings are coordinated with the participation of the entire team, generating a JOIIFUL for monitoring, control and measurement of compliance.
- Report to Management, monthly goals and projections and present action plans to achieve the budget proposed by management.