

Mariana Escárzaga Morales

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Professional Experience

Ruvel Company, S. A. de C. V. (CLÓE)

Guadalajara

Special Projects Manager, June 2013-August 2014

- Identifying opportunities and proposing projects that contribute to achieving the objectives of the company.
- Coordinating the departments involved in the implementation of approved projects.
- Obtaining financial aid for project's implementation.

Centro Regional de Integración y Desarrollo de Cadenas de Valor (INTEGRA) A. C.

Guadalajara

Business Planning Specialist, February 2008-June 2013

- Formulation and evaluation of investment projects, business plans, market research and strategic planning for the firm's customers (more than 20 business plans prepared and equal amount supervised and evaluated for companies in different economic and industrial sectors).

West Mexican Foreign Trade Council (COMCE de Occidente, A. C.)

Guadalajara

Managing Director, June 2011-February 2012

- Planning and monitoring organization results.
- Developing strategic planning by studying market opportunities; recommending objectives.
- Accomplishes objectives by establishing plans, budgets, and results measurements; allocating resources; reviewing progress; making mid-course corrections.
- Builds COMCE image by collaborating with customers, government, community organizations, and employees; enforcing ethical business practices.
- Maintains quality service by establishing and enforcing organization standards.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies

Flextronics International Latin America

Guadalajara

Account Manager, July 2006-February 2008

- Receiving, analyzing and processing customer demand
- Preparation of sales forecast
- Providing the customer's demands to the planning department taking into consideration product inventory in warehouse and in transit.
- Follow up with planning and production departments for the fulfillment of customer requests on quantity and schedule.
- Coordinate shipments with warehouse in order to give priorities
- Customer Service on daily basis (Attending: Whirlpool and Nortel accounts for Flextronics Plastic Division)
- Coordinating with all the departments in order to get customer shipments on time, as well as sales goals and other department performance metrics

Reps International, S. A. de C. V.

Guadalajara

Buyer & Logistics, January 2000 -July de 2002

- Manage relations with warehouses, carriers, customs broker, drayage providers, sales force and customers
- Monitoring stock levels
- Purchasing from foreign suppliers
- Overseeing the arrival of merchandise to warehouse
- Process customers PO's
- Tracking orders to make sure the products arrive at their destination

Academic Experience

Universidad Autónoma de Guadalajara

Guadalajara

Academic Coordinator & Professor, August 2001-June 2006

-Point of contact for all educational staff

-Collaboration with the faculty's director to ensure that the academic component of each program is meeting expectations.

-Provide guidance to professors to ensure that each course is appropriate for students and is aligned with other course offerings in rigor and scope of content.

-Administrative tasks related with academic performance.

Part time professor

Guadalajara

August 2006-Present

Education

Universidad Autónoma de Guadalajara, UAG.

Guadalajara

Master in Investment Projects and Programs Evaluation (Cost-benefit and cost-effectiveness analysis)

2003 - 2005.

Universidad Autónoma de Guadalajara, UAG.

Guadalajara

Bachelor in Business & International Trade

1991 - 1995.

Non-academic training

-Methodology DIES for business consulting (Ministry of Economy)

-SAFE management program for financial consulting (Ministry of Economy)

-Harvard manager mentor course (DEXTER)

-Tutor & coordinator training workshop for the promotion, development and management of export consortia (UNIDO)

Professional Activities

-Member of Comce's Logistics Comitee, 2002-2004

-Assessor of Jalisco's Awards Export 2011-2014

Languages

English (fluent) and Spanish (native).