



MARCOS JOSÉ ARQUIETA HERNÁNDEZ

www.marcosarquieta.yolasite.com

Address: Ramón Menéndez 113 Colinas de San Jerónimo, Monterrey, Nuevo Leon., Mexico

DOB: 17/04/1980

Status: Married

Tels. (5281)1492-88-02 Office: (5281)8187-93-18 Cel: 0448115278926 Email: arquieta@gmail.com

PROFESSIONAL OBJECTIVE

Apply my knowledge, experience and abilities in a national or International company, collaborating for an integral development, always with a sense of responsibility, honesty and loyalty, encouraging high standards in work quality and professional ethics as basic principles.

PROFESSIONAL EXPERIENCE

Sales Representative, Wall & Façade Technologies, Monterrey, June. 2010 - Present. Supplier of Architectural Products. www.wftech.com.mx

Chief Project Development, Metarch, Monterrey, Jan. 2009 - Present. Construction and Architecture Firm . www.metarch.yolasite.com

Assistant Manager of Production and Sales, Maquinados Galgo, Monterrey, June 2008 - August 2009. Machining Company

Branch Manager, Marble Systems Inc., Panama City, Panama, Dec. 2007 - May 2008. Natural Stone Supplier . www.marblesystems.com

Project Manager/Site Supervisor/Purchasing and Logistics, Jaca TCI Ltd., Turks and Caicos Islands, BWI, Jul. 2006 - Nov. 2007. Construction Firm

Site Supervisor/Architecture Apprentice., Arquieta Ingeniería y Arquitectura, Monterrey, Jan. 2000 - Dec. 2005. Construction Firm

The following key points represent in a concise manner, my experience gained in the jobs listed above:

- Development of client portfolio and procurement of existing ones, getting to know the details of every project and all the clients basic steps, from engineering to quoting to purchasing, making our work relation as comfortable as possible, thus maintaining a happy customer.
- Development of product manuals and catalogues to help each sales representative easily explain different production and installation methods, as well as showing the clients different creative ways of using every product, this way becomes easier to sell each product.
- Research of new architectural and design tendencies and suppliers of new products that can later be offered to clients. Being always steps ahead and offering the right products for their needs.
- Identifying client needs and converting them into tangible projects with real development costs.
- Development of new suppliers and unifying PR's, PO's and LT's formats for the general understanding in each department.

- Development of formats to link the Production and Purchasing departments, improving the understanding of each departments needs and reducing the waste of raw materials and ensuring lead times.
- Implementation of quality systems in the areas of production and sales, thus improving client relations.
- National market study for the introduction of a new brand, developing client portfolio, procuring suppliers, training of staff and personnel for the installation of the product, quoting of projects and final closing sales.
- Acquired knowledge of different areas related to Civil Construction, Industrial Production Lines, Architectural Project Development and general Administration, that have helped me to know the diverse proceedings of each area and their specific needs to be carried out with success.
- Management of multidisciplinary staff from different areas involving purchasing and logistics, engineering department, architectural department, construction department and human resources.
- Payroll management, collaborating with the Accounting department to coordinate payments.
- General training of staff and personnel.
- Subcontracting of external services and supervision of these services.
- Price negotiation with suppliers and payments scheduling.
- Freelance work. Besides my job experiences, I have participated in different projects in diverse areas such as: furniture design for office spaces, home and garden, bar and restaurants, urban furniture like benches, post lights, bus stops, water faucets, muppies. In the architectural and interior design I have developed office buildings, parking buildings, residential homes, commercial plazas, industrial warehouses, interior stores design, radio stations, beach hotels and restaurants. I have also worked on landscaping design and graphic design for marketing campaigns. I do a lot of conceptual design for other firms to use as a focal inspiration for their projects.

EDUCATION

University of Monterrey, San Pedro Garza Garcia, N.L., México
Industrial Design, 2005

Specializing in the following areas:

- Product Design
- Furniture Design
- Modulare Space Design
- Architectural Design
- Interior Design
- Corporate Image Design
- Merchindising
- English 100%

Seminars:

Interior Design

- CEDIM, Sept. 2003
- University of Guanajuato, MX, Nov. 2000

Collaborations:

- ICSID: International Council of Societies of Industrial Design
- Design Avenue: A Path to Meaningful Innovation, Oct. 2009
- <http://www.youtube.com/watch?v=cfvTZtRor-A&feature=autofb>