

Kurt Rodríguez Olvera

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Professional Experience

Economic Development Ministry, Government of Jalisco, Mexico

Guadalajara

International Promotion Director, High Technology Industries, July 2009 to present

- Design and implementation of FDI attraction strategies for Jalisco's State Investment Attraction Office.
- Relocation consulting and assistance to FDI & location consultants, prospective investors & top executives on their info gathering and decision making process.
- Development of inter-agency programs; incentives and federal programs to support investment projects.
- Development of business intelligence.
- Promotion of Jalisco's exports.

Economic Development Ministry, Government of Jalisco, Mexico

Guadalajara

Cluster Development Director, Industrial and High Technology Industries, June 2007 to July 2009

- Design and implementation of development programs targeting companies in technology-intensive sectors: EMS, IT, BPO, Electronics Design, Plastics and Metal Manufacturing, etc.
- Promotion of activities for industrial cluster formation.
- Advisory on the proper filing and usage of state and federal application for entrepreneurial financial aid and development programs
- Implementation of state and federal supplier development policies and programs.
- Advisory and implementation of special training projects with selected institutions and companies, in order to boost their competitiveness.
- Advisory in all FDI attraction efforts related to the technology industries in Jalisco, in coordination with the State High Technology Council.

Solectron Manufactura de México, S.A. de C.V.

Guadalajara

Full Specialist Buyer/ Semiconductors, September 2005 to April 2007

- Location of international suppliers.
- Maintenance and upkeep of the materials procurement system database.
- ID and location of alternative procurement sources.
- Placement and follow-up of purchase orders generated through the MRP.
- Analysis and validation of demand fluctuation.
- Management and upkeep of MRP, JIT and inventory management systems.
- Selection and auditing of suppliers.
- Supply chain management.
- Responsible for the weekly purchase and procurement of 10 MD worth of electronics components for clients like Alcatel-Lucent, Cisco Systems, Tyco and Motorola.

Publicistas Emprendedores, S.A. de C.V.

Guadalajara

Co-owner, April 1998 to June 1999

- Manufacturing of promotional and POP material.
- Corporate sales.
- Invoicing, handling of AR and AP.
- Daily Accounting.
- Attention to suppliers/ vendors and customer service.
- All tasks related to the day-to-day management of an SME. Corporate sales to a select group of clients in Mexico: FEMSA, Pilgrim's Pride, Bachoco, Andrea, Club Deportivo Cruz Azul, Cooperativa Cruz Azul.

Pierre Fabre Laboratories

Guadalajara

Sales Manager, April 1998 to June 1999

- Credit rating, definition of commercial conditions and special offers for each client.
- Negotiation of special terms and conditions.
- New product placement.
- Design of the incentives and bonus plan for the sales force.
- Recruitment of the medical representatives and sales force.
- Oversight of the nationwide sales force (21 elements).

- Personal attention to key accounts.
- Compilation and statistical analysis of the company's relevant commercial data.
- Definition and maintenance of the client/ sales database.
- Selection and purchase of the company's car fleet renovations.
- Writing of the procedures manual for the commercial area.
- Sales reports, presentations and special projects for the executives of the commercial area.

Pierre Fabre Mexican division increased its gross sales 300% annually for three years in a row; up to 32MD in 1999.

Scala Business Solutions, AG

Guadalajara

Project Manager, June 1996 to April 1998

- Implementation of Scala's ERP financial and logistical applications.
- Evaluation of client companies/ businesses requirement reviews.
- Validation and redesign of administrative and accounting procedures.
- Training of end users in application and new administrative procedures.
- Development of 'Zona Libre', beta module for inventory control in 'Maquiladora' and 'PITEX' companies.
- Responsible for in-house training of new consultants in Scala's implementation methodology.

Involved in implementation projects for a wide range of companies, such as Alfa Laval (Tetrapak), Pierre Fabre Laboratoires México, Ericsson, Nokia, Tucker Wireline Services.

Arthur Andersen & Co, LLP

Guadalajara

Specialty Consulting Services-Tax & Foreign Trade Division, Top Senior, December 1992 to June 1996

- Consulting on international trade, logistics and customs issues.
- Design of traffic, import/ export and logistics areas. Design and validation of all administrative procedures.
- Settlement of customs and import duties disputes with the Mexican state and federal tax authorities.
- Substantial reduction or total elimination of related tax obligations on behalf of three client companies.
- Advising on the interpretation and practical application of different governmental programs: In-Bond, Free Trade - Zones, Import Duties Deferment, Maquiladora Program, etc.
- Advising on the procurement of importation licenses and special government authorizations.
- Responsible for the divisional training program.

Involved directly with clients like Groupe Valeo, Sara Lee Hosiery, Colgate-Palmolive, Nissan Mexicana, EPN Sonat, Sonat Offshore Drilling, Mexinox, SKF Group, Mabe Group, UHU México, Minera Real de Angeles(Frisco).
Reduced the exposure of EPN Sonat and Sonat Offshore Drilling and settled with the Ministry of Economy on a number of alleged customs related violations, from 10MD to 2.5MD, in a project encompassing different areas of both companies.

Business Consulting Division

Guadalajara

Experienced Senior Consultant

- Business processes reengineering. Design and validation of processes in the purchasing, logistics, stores/warehousing and accounts payable areas. Purchasing and supplier payment procedures design.
- White collar productivity evaluations and operational audits of client's companies purchasing divisions.
- Design and implementation of activity based costing strategies.
- Documentary and field research: development, writing and editing of different best practices topics, for the firm's proprietary knowledge base; in AA worldwide headquarters in Chicago.

Working directly with clients in a variety of industries and fields: Grupo Financiero Serfin, Papelera de Chihuahua, Compañía Mexicana de Aviación, TRIBASA, Kuwait Oil Company, Texaco Saudi Arabia.

Education

Instituto de Enseñanza e Investigación Superior en Comercio Internacional, A.C.

México City

Bachelor in International Trade

Instituto Cultural Ludwig von Mises, A.C.

Mexico City

Diploma/ Economics

Certifications:

Quality Systems Internal Auditor
Full Specialist Buyer

Professional Training:

Activity Based Costing, Process Mapping & Reengineering, Organization Goals Assessment, Logistics Costs Assessment, PITEC and INDEX rules Interpretation Criteria, Mexican Customs Law and Rules Interpretation Criteria, NAFTA Rules Interpretation Criteria, Financial Projects and Valuation.

-Direct involvement in medium and long term international projects in the USA, Venezuela, Chile, Hungary, Kuwait and Saudi Arabia.

Languages

English (fluent) and Spanish (native).