

ARIEL KELLER SANTIBÁÑEZ

INGENIERO CIVIL MECÁNICO – UNIVERSIDAD DE CONCEPCIÓN

JOB SUMMARY

Mechanical Engineer at Universidad de Concepción, and Project Administration and Manage Diploma, at Pontificia Universidad Católica de Chile, IPMA D Class certification. With more than eight years of experience, I have worked mainly leading and developing projects for mine industry, working whether as project engineer, mechanical-piping leader of specialty, or contract administrator on field. Currently, I work leading the commercial department at STM. My responsibilities here, are prospecting new projects and business for the company, scheduling, coordinating, checking economics aspects, defining strategies and managing the making of bids in the company. With a strong technical base and teamwork ability, I am dynamic, sociable, good communication skilled and adaptation to new social and working group scenarios.

ACADEMIC FORMATION

HIGHER EDUCATION (2006 / OCT-2012): MECHANICAL ENGINEERING, UNIVERSIDAD DE CONCEPCIÓN. (APPROVED WITH DISTINCTION).

PROFESSIONAL COURSES

DIPLOMA (2017): PROJECT ADMINISTRATION AND MANAGE DIPLOMA, PONTIFICIA UNIVERSIDAD CATÓLICA DE CHILE, IPMA D CLASS CERTIFICATION.

LANGUAGES

ENGLISH ADVANCED LEVEL (ORAL AND WRITING) (IELTS 5,5 QUALIFICATION).

SOFTWARES

- MICROSOFT PROJECT.
- MICROSOFT OFFICE.
- SIDEWINDER.
- PIPEDRIVE.

REFERENCES

- PABLO ROJAS SUB GENERAL MANAGER. RIVET. +56 9 7797538, PROJAS@RIVET.CL.
- LEONARDO SABARIEGO, SUB COMMERCIAL MANAGER, PARES&ÁLVAREZ, +56 9 562 825 58 LEONARDO.SABARIEGO@PYA.CL.
- ANDRÉS DÍAZ. JEFE DEPARTAMENTO MECÁNICO/ PIPING. PARÉS & ÁLVAREZ. FONO: +56 41 2908714. ANDRES.DIAZ@PYA.CL.

GENERAL

- AGE: 33 (DATE OF BIRTH 07.31.1987)
- CELL PHONE: +56 9 86627503
- E-MAIL: ARIEL.KELLER.S@GMAIL.COM

JOB EXPERIENCE

STM (Sistemas de Transporte de Materiales S.A.). Santiago Chile. July 2019 – present. STM is an original equipment manufacturer (OEM), designs, manufactures and provides material handling equipment, like belt conveyors, belt feeders, tripper, stackers and portable conveyors www.stmcorp.cl

SALES AND BIDS COORDINATOR (SBC) / PROPOSAL ENGINEER (PE).

Responsibilities:

SBC (Feb 2020 – present) In charge of prospecting new business and projects, developing and maintaining current and potential client relationships. All oriented to achieve de annual and monthly sales goal for the company. Carrying out client visits, calls, emails, etc. In addition to the above, my responsibilities are scheduling, coordinating, checking economics aspects, defining strategies and managing the making of bids in the company.

PE (July 2019 – Jan 2020): Elaborating technical-economical quotations for clients, leading the strategic process, developing calculations for the equipment's. quoting parts, components and structures of conveyors. Defining methodologies and strategic to complete and achieve sale.

Main Achievements: In few months, learning the whole selling process at the company and being able to lead the commercial department. Developing new business opportunities and good relationships with colleagues and clients. Currently I program the general schedule of the department, lead the development of the different quotations, including the particular strategies for every process.

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PARÉS & ÁLVAREZ Ingenieros Asociados Limitada.

Santiago, Chile. April 2015 – April 2019. Pares & Alvarez is a company which develops engineering projects in all their phases, starting with profile engineering, then, basic and detailed engineering; and finally, carrying out manage construction process.
www.pya.cl

QUOTATION ENGINEER, Commercial Department, May 2018 – April 2019.

Commercial department is the “access door” of all the projects of the company, which then are developed by all the different operative departments of the company.

Responsibilities: Elaborating technical and economical quotations for client. In all the different areas of chilean, and international industry; through studding and analysis of technical, administrative basis, field visits and explicative meetings with client.

Main Achievements: Learning in a few weeks, how proposals are prepared, incorporating the practical knowledge of the operation area of the company, where I worked before, to the methodology of making proposals. This allowed make them more specific, client scope oriented, and thus, make them more profitable and improving the process. This, in addition, allowed making the process more efficient and facilitating the work in the operation area of the company, once the proposals were awarded.

PROJECT ENGINEER / DISCIPLINE HEAD

Mechanical Department, April 2015 – April 2018.

Responsibilities: Leading and designing engineering solutions for projects, through elaboration of technical specification, data sheets and calculations of equipment like conveyors, pumps, mills among others. Also, leading the making of plans and development of on field engineering; bringing support to construction and start-up.

Main Achievements: Leading and coordinating multi-disciplinary team works for development of fast-track projects, among others; Project Exhaust to N4 Ball Mill Improvement, at Minera Escondida, property of BHP.

MORKEN CHILE S.A. Santiago, Chile.

May 2014 – April 2015

Vendor of services, equipment and devices associated to fluid transportation in piping.

CONTRACT ADMINISTRATOR.

Responsibilities: Project Manager. Leading and guiding project's development, through budget, deadline, and quality and scope control and manage, in the project Overhaul of Mine-ducts of 7 and 8 inches (more than 200 km of length each).

Main Achievements: Managing and developing the Project with Zero Damage, and leading a multicultural team work, conformed by people from Russia, Chile and Argentina.

PARÉS & ÁLVAREZ Ingenieros Asociados Limitada.

Santiago, Chile. July 2013 – April 2014.

PROJECT ENGINEER / DISCIPLINE HEAD

Mechanical Department.

Responsibilities: Development of technical specification, data sheets and calculations of equipment like conveyors and piping systems. Also, leading the confection of technical drawings.

Main Achievements: support to Oxiquim Client Project (Chemical Company). Fast adaptation to the team work.

ENER-SOLUTIONS, Concepción, Chile. November 2011 – August 2012

Energetic efficiency-oriented company.

PROJECT ENGINEER,

MINVU Project, A government project oriented to detect and carry out energetic improvements in social houses.