

Andrés Pradines

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Driven and results oriented executive, major in Business Administration with over 20 year of experience leading teams in Commercial, Finance & Administration & Operations areas in national & international companies leaders in their respective sector. Exceptional skill set to develop and implement commercial and operational strategies focused on re structuration, process improvements and innovated solutions aligned to the organization strategy. Distinguish himself in commercial areas, considering his broad experience, successfully leading commercial & sales plans, aligned with the strategic vision of the company. Andres is fluent in English and proficient in Portuguese.

PROFESSIONAL EXPERIENCE

SMEC Engineering (Australian engineering company, currently wholly owned by the Surbana Jurong Group), Santiago, Chile
Director of Operations & Commercial LATAM (oct. 2017-Jul. 2019).

Main Functions:

- Manage the operations and commercial areas (80 FTE) for the Asset Management BU in Latam (Chile, México, Colombia & Peru). The BU represents a 10 MUSD/year turnover (the most important of the region) and sales goals of 13 MUSD
- Lead the development of the commercial strategy, aligned with the company's 5-year plan and focused in the internationalization process within LATAM to achieve the organic & inorganic goals of 100 MUSD
- Identify technologies for adoption and implementation in existing solutions and services adapting them to market growing demands (Augmented reality, Machine Learning, Advance analytics, IoT, Predictive Maintenance, etc.)
- Manage the financial strategy to achieve results, goals and budgets in sales and cost
- Lead and manage alliances with senior partners and managing director of Management consulting firms (BCG, Matrix, EY, etc) for joint work and market/client development.

Achievements:

- Presenting joint proposals between the three regional BU's, aligned with the new Corporate structure and creating synergies, increasing opps pipeline in 10 MUSD
- I've created relationships with large international clients, presenting services to over 60 important clients in Mexico and Colombia such us Bimbo, Grupo Exito, EPM, Grupo México, Cemex, to name a few, increasing the international pipeline in 5 MUSD
- I've implemented the new operations structure, re defining roles and responsibilities, implementing technical, QA/QC process, estimated savings in OVHD of 250 KUSD, defects elimination reduction of 80% equivalent to 250 KUSD
- Reports implementation for project profit control with the intention to improve quality control, quality deviations and ensure budget achievement for margin and resources utilization.

Commercial Manager South America (oct. 2015- oct 2017).

Main Functions:

- Lead, develop and implement the B2B commercial strategy for SA and the internationalization process, ensuring that budget, margins and market share goals are achieved
- Manage the commercial strategy, through design and execution of the KAM model, client mapping, new product development and sales team management
- Team leader for researching and developing in house systems and assessing market requirements
- Negotiate, at an executive level, with large clients in Chile (Codelco, Arauco, BHP, AMSA), US (Newmont, Goldcorp, Freeport, etc) and Canada (Teck) contracts for their operations in Chile, US, Canada and Mexico. As a result, we exceeded the goal for Pipeline (20 MUSD) and sales (10 MUSD)
- Implement a new delivery model (operations) aligned with the commercial strategy to correctly undertake project execution.

Achievements:

- The team achieve a record sale in a FY (10MUSD), exceeding by 40% our goal
- We achieved contracts with Chilean biggest mining operators (BHP, Codelco, AMSA, TECK, etc) and the biggest cellulose producer (Arauco), leveraging the future development and growth of the company
- We achieved the diversification goal (30% revenue from non mining industry) and 140% accomplishment of sales goal
- In 2017, the correct execution of the strategy, adhered to the defined plan, achieved the first position in market share for asset management solutions in Chile.

Finance and Administration Manager, South America (jan 2011- Oct 2015).

Main Functions:

- Positioning the area within the first line of the organization
- Lead the regional financial and administration process, with a focus in market expansion and incorporating other entities in Colombia, Peru and Brazil, assuring adherence to corporate standards
- Coordinate and supervise the joint work of audit firms (KPMG & Deloitte) for income statements and affidavits
- Responsible for preparation and consolidation of the 5 Yr Budget and business plan
- Responsible for Budget controls for the company and projects, implementing metrics, Kpi's and processes aligned to Corporate standards
- Responsible and contact person for the region in the two M&A process during my tenure (Australia y Singapore)
- Perform country evaluations (Brazil & Peru) for market behaviour, obstacles, mitigation plans and potential entities incorporation
- Functional reporting to HQ (Australia)

Achievements:

- I ensure accomplishment of Gross Margin & EBITDA by preparing a pricing model and directly negotiated with clients
- I lead a successful implementation, in terms of timeframe and data quality, of the corporate ERP in the region
- I consolidate the F&A area within the first line of the organization with all its responsibilities, functions, actions and reporting
- Cleaning of intercompany balances and successful negotiation with IRS (with support of external advisor) for WTH payments, reducing impact in balance ledger and P&L in 1,5 MUSD
- I implemented a collection process for accounts receivable achieving a record of 1 MUSD in cash that later was invested in short term instruments
- I successfully negotiated with a local bank to open an account and credit line, corporate credit card facility and security bond facility for 500 KUSD.

Corporación Capacitación Cámara Chilena de la Construcción, Antofagasta, Chile Commercial Manager North Chile (dec 2001- dec 2010).

Main Functions:

- Responsible and lead the commercial function in the north region of Chile (Arica – La Serena), coordinating regional offices work
- Leading the administration and management of client portfolio (120), generating strategies and plans oriented to the incorporation of new clients and maintaining existing clients
- Ensure accomplishment of operational and growth goals, aligned with the corporate strategy
- Definition and implementation of the regional strategy that ensure achievement of corporate goals.

Achievements:

- First place in market share in the north region, with 10 MUSD in funds managed, which help leverage the achievement of the Corporate goal of national first place in market share.
- Successful implementation of 8 independent projects for Minera Escondida, Codelco Norte (Div. Chuquicamata & Radomiro Tomic), AMSA Centinela, BHP CMCC, Teck QB, CAP Minería, CM Candelaria and SQM to name a few, with a headcount of 20 FTE, 6 MUSD managed. These projects equal to 90% of large mining operators in the region.

EDUCATION

Bachelor in Business Administration, 2007, Universidad de los Lagos, Antofagasta
Diploma, 2017, Universidad Adolfo Ibáñez, Santiago

OTHER ACTIVITIES

- Golf & Tennis
- Motorcycles

ADDITIONAL INFORMATION

- Languages: Native Spanish, Advance English, Intermediate Portuguese
- ERP SAP
- MS Office