

Resume



Name : Juan Carlos Espinoza Zarate
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Nationality : Chilean
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Birth Date : May 17, 1962

Strengths and skills

Knowledge of industrial processes, mining processes, Distributors, Chains, distributors, leading teams, technical assistance, monitoring, excellent relationships with final and intermediate customers, inventory analysis, sales strategies.

Development and partners potential customers; Komatsu Latin-American, Caterpillar Dealers. Development, innovation, market research, coaching, marketing.

Knowledge platforms:

Office
Sap
Manager
AutoCAD ore measuring reading and projects

Knowledge of markets:

Distributors, end customers, Mining, Cement Plant, Glass Plant, Power Plant, Excellent relationship with competitors, distributors, end customers all levels.

Knowledge of products:

Wire Ropes: Applications of Mining and fishing, miscellaneous uses. Wire Ropes shovel especially for Electro-mechanical P & H and ropes Bucyrus. Wire ropes for Dragline, Strobes, and Crosby products.

Abrasion Resistant (AR) steel plate: Applications for dump-truck, front loader, tractor, Scoop, Graders, main Frame Liners, Feed Cone, covering feeders, chutes, transfer boxes for primary, secondary crushing.

Chromium carbides Plates: Typical applications for earthmoving equipment, mineral crushing Areas, and processes. Mainly developments and increased life time of bucketwheell in hydrometallurgical processes.

Ground Engaging Tools: teeth, adapters, fasteners, cutting edges, cutting edges and end bits, cutting tools and more. Range covers DRP for CAT, Komatsu, Esco, JCB, O&K, Fiat Hitachi and all other brands.

Buckets: manufacture of new bucket for Caterpillar, Komatsu and OEM. Standard, Reinforced, Rock bucket, Cliff Bucket, HD Extreme service, Rock HD.

Undercarriage and components: Track chains, Idlers, Sprockets, Rollers, Shoes, Track links, Grouser bars to rebuild shoes, Fasteners.

Blocks wear solutions: Typical applications include buckets (excavator, loader, dragline, face shovel), crusher spider arm guards, discharge chutes, rock boxes, grizzly bars or feeders. Shredder and grinding mills, sugar cane knife edges, adaptor, attachment protection, dredging equipment, screen feed distribution and feed hopper wear areas.

Crushing and Mineral Processing: Gyratory crusher wear parts: Concaves, Mantles, Under crusher parts, Rim liners, Spider caps and arm guards, Installation and removal optimization. SAG/AG mills: Integrated and/or plate and lifter designs for head and shell liners, Grates, Pulp lifters, Filler rings.

Machine Shop: integrated services of repairing and overhauling of mining equipment such as: Crushers, Shovel buckets, Smelter ladles and slag pots, Loader buckets, Truck hoppers.

Other Products: Ceramic high alumina, tungsten carbide Block, Transmission Belts, Steel Bars, Hydraulic Hoses, Scrapers belt.

work experience

June 2012-October 2014

Leeco Steel LLC. www.leecosteel.com

Latin American sales manager, new business development, inventory control, inventory renovation, major customers, client's chains, directly responsible for sales in Latin America. Achieving long-time contracts with strategic customers.

June 2004- February 2008

BYG Corporation www.byg.com

Export manager Latin America: Development distributor's chain. Maintain excellent relations, continuous cooperation, main relationship Komatsu Latin America. ESCO Corporation licensed

February 2003-June 2004

Ford Steel www.fordsteelchile.cl

Sales Representative: My responsibility to manage and market customers in area north of Chile. Mining was my focus. Conducting surveillance, improvements, optimization of equipment availability. Long life

November 2000-June 2004

Recsol www.recsol.cl

Developing new applications entering the market aggressively, won contracts to long term, export.

November 1997- June 2000

Bradken www.bradken.com.au

Product Manager: responsible for inventories, national and South American Sales. responsible for promotion and marketing of chromium carbide plates, Blocks, coatings SAG Mill, crusher parts, crusher liners. ESCO Corporation licensed

March 1994-December 1997

ME-Elecmetal www.me-elecmetal.com/en/

Sales representative: Sales Manager Northern Chile. I work for the area cde representations. Developed my products: Wire Ropes, manganese steels, Steel Plate Abrasion resistance, chromium carbide plates, Mesh Sieves, manufacture parts for earthmoving equipment. ESCO Corporation licensed

May 1990-March 1994

Prodinsa www.prodinsa.cl

Technical vendor. Responsible for the area Mining in Chile. mainly advising and controlling performance and guarantee use wire ropes in Shovel P & H and Bucyrus. responsible for negotiating long terms contracts. Wire ropes and miscellaneous use in Mining. Also. responsible for sales of wire rope in fishing area.

February 2008-June 2008

in difficult times of global recession, I devote this time working as a consultant for foreign companies in Germany, USA, Turkey, Canada.

At this time, I work with client's assistance training, and market development with the following companies:

Peninsula Alloy Inc. from Canada www.penalloy.com

Kalenborn GmbH from Germany www.kalenborn.com

Duratuff From USA www.duratuff.com

AES Trading From Turkey www.aestrading.com

CQMS Razer from Australia www.cqmsrazer.com

CBP Engineering.com from USA www.cbpengineering.com

In my work done. I opened markets in Chile, Perú, Ecuador, Colombia, Venezuela, Panamá, México, Costa Rica, Brazil, Uruguay and Argentina.

Recommendations:

Mr. Jerome Kusbel Vice-President Leecosteel jkusbel@leecosteel.com

Mr. Pablo Araya General Manager Ford Steel paraya@fordsteelchile.cl

Mr. Esteban Solari General Manager Vapor Industrial esolari@vapor.cl

Mr. Joe Ferencz Product Manager CQMS Razer jferencz@bigpond.com

Mr. Christian Izquierdo Commercial Manager Komatsu-Igarreta Cizquierdo@imasa.com.ar

Mr. Pablo Espinoza International sales CBP Engineering pespinoza@cbpengineering.com

Mr. Marcial Miranda Export Sales Elecmetal mmiranda@me-elecmetal.cl

Mr. Rodger Doudney Business Development Manager at Rapid Crushing & Screening Contractors Pty Ltd vrdoudney@bigpond.com

Mr. Mauricio Campelo Owner and CEO Wear Part Brazil mauricio.monte@railroad.com.br