

PATRICK GREGOR OESTEMER SHENOI

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PROFILE

Industrial & Mechanical Engineer, Pontificia Universidad Católica de Chile University, age 45. Fluent in English and German with Chilean and German citizenship.

Experience in management of Multidisciplinary professional team, business strategy, sales and administrative organization including P&L responsibilities. Focus on costs reduction, contracts negotiation, process and market development. Enforcing safety and quality.

WORK EXPERIENCE

07/2018 to present **Personal business venture**

- Partnership con “Cega Supplies SPA”, agent in Chile of “Scheuch GMBH”, Air Pollution Control Equipment. Business focusing on supply of spare parts from India and China for Mining, Cement and Pulp and Paper industry. Focus on alternative spare parts that create cost and time savings for customers.
- Niyuj.com IT banking security sales in local market

08/2017 to present **Oestemer family business**

Working in family property rental and administration. Maximizing property income and development of preliminary construction project.

08/2008 – 08/2017 **FLSmidth Chile S.A. (www.flsmidth.com)**

BU manager Airtech Chile – Air Pollution Control Equipment

Build profitable long-term relationships with customers in different industries. Implementing and continually monitoring costs, risk controls and corporate policies, in alignment with the main goals of FLSmidth and our customers. Voluntary withdrawal.

Main responsibilities of my position were:

- Developing and implementing business strategy plan, establishing sales and financial objectives. Further, execute yearly sales plan and monthly review of sales, financial, quality and safety KPIs.
- Prospect and identify new business opportunities in the region through an in depth understanding of competitors and current market conditions, in order to achieve growth of the BU through increased market share. Always aligned with corporate strategies.
- Continuous improvement of sales management.
- Monthly report of financial data: P&L, margin and cost.
- Visiting customer and presenting our products, to fully understand customers' needs, adding value to our proposals and promoting sales of projects, spare parts and services.
- Assisting Seminars and Main customer's activities in order to influence decision taking favorable to FLSmidth interest.
- Overlook and sometimes prepare important tenders, ensuring corporate procedures, as T&C, guaranties and commercial conditions.
- Negotiation of T&C minimizing risk.
- Claim Management
- Sometimes act as local Project Manager for important projects where the Project Manager is overseas. (i.e. Molyb plant Mejillones)
- Ensure CRM is up to date.

- 07/2005 - 07/2008 **Metalúrgica FAT S.A.** (www.fat.cl)
Study of Proposals, Sales and Contract Administrator Engineer
 Manufacturing company of steel structure.
- Tender, RFQ analysis and costing of manufacturing. Further Proposal preparation and follow up, maximizing revenue, based on a fixed production capacity of the workshop.
 - English Brochure creation
 - Certification AISC (ISO 9001:2000)
 - Sales to new customers, who had never worked with FAT before: Besalco: Planta Agrosuper Los Fiordos / Mitsubishi Heavy Industries: Central de Ciclo Combinado Guacolda 3 / Observatorio ALMA / Molymet: Construcción Horno / HPD: Evaporadores CMPC Planta Santa Fe 2 / SKM-Minmetal: Edificio Procesos Minera Gaby / FFE Minerals: Correas Transportadoras Minera Gaby.
- 08/2000 - 06/2005 **Glidepath Limited Chile Limitada** (www.glidepathgroup.com)
 New Zealand Company specialized in Turn key projects for Baggage Handling Systems for airports.
- Project Engineer**
 Arturo Merino Benítez International Airport, Santiago.
 Installation, Commissioning and Integration of the Explosive Detection System x-ray at Arturo Merino Closely worked together with MOP / SCL (concessionary) / DGAC
- Project Manager**
 ARGENTINA: Buenos. Aires, Sta. Rosa del Conlara.
 BVI: Beef Island.
 CHILE: Antofagasta, Punta Arenas, and Copiapó
 MEXICO: Monterrey, Cd. México.
 PERU: Lima
- O&M Manager for Santiago Airport Baggage Handling system**

EDUCATION

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| 2016 | Leading Others –Leadership Programme in Bethlehem Pennsylvania |
| 2006 | SOFOFA - Advanced Sales course |
| 1992 / 1999 | Pontificia Universidad Católica De Chile University
Industrial Engineering & Mechanical Engineering
Graduated with distinction |
| 1979 / 1991 | German School Santiago (Colegio Alemán De Santiago) |