

Personal Data:

Name: Mitchell Dutra

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Born: 19-Jan-1983

Academic Background:

Professional Electrical Engineer at Federal University of Santa Catarina, Florianópolis, Brazil.
Master in Industrial Engineering - Market and Organizational Intelligence. Master in Marketing (ongoing).

Valuable Assets:

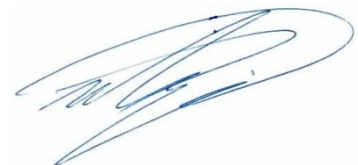
- ✓ Record of consistent sales growth in all business accounts that has been responsible for. In Chile, for example, is delivering a sales growth of more than 15% yearly.
- ✓ Coordinated, negotiated and closed 35m USD contract for Quebrada Blanca phase II expansion 2014-17 on electrical equipment for mine, desalination plant and water impulsion.
- ✓ Delivered market share increase estimated in about 7% yearly on large rotating equipment.
- ✓ Sales negotiator since 2006 with experience in different world markets (USA, Canada, Mexico, Chile) and different industry segments: Oil&Gas, Energy Generation, Mining, Pulp&Paper, Water Treatment and Cement. Business travels worldwide.
- ✓ Wide experience on market development on industrial electrical apparatus and having being responsible for important market-share gains in Chile, Canada, USA and Mexico.
- ✓ Excellent knowledge of complex business environments working with Final Users, Engineering Consulting Companies and OEMs.
- ✓ Wide sales network on industrial and energy market especially in the mining and paper industry in Chile.
- ✓ Experience and work on all phases of project accomplishment from sales prospection all the way though writing specification along with customer, manufacturing, expediting, inspection, logistics, installation, start-up and services.
- ✓ In-depth technical knowledge of electrical apparatus manufacturing processes, international standards, specifications and tendencies. Has given several technical training sections to key customer in the last three years.
- ✓ Leded specialists team delivering complete product line and prospect market study on O&G Drilling Electrical Equipment all the way from drives to energy generation.

Work Experience:

WEG	Nov-11 to present	Reporting to the Country Director, managing the energy division business in Chile, sales team, sales goals, market and product development. In charge of strategic planning, goals definition and coordination of sales teams in Chile and Brazil for Chilean market.
	Jan-09 to Oct-11	Coordinated the product line development, prototype built, tests, market study and marketing material to Oil&Gas drilling extraction and energy generation. Worked as Market Coordinator for Energy business in USA and Mexico reporting to global sales manager. Responsible for: New business development; market intelligence; new products development; quote and orders management teams, coordination aligned with market needs and product promotion. Business travel across Canada, USA, Mexico and Chile.
	Jul-07 to Dec-08	Worked as Project Manager (manufacturing orders) and Application Engineer (technical and commercial quotes) to the USA and Canada (~20 million US\$ account). Participated with management team on re-structuring of international business area according to Kaizen Lean concepts. Training and daily usage of SAP systems. Worked as sales engineer on preparation of offers / specifications.
	Jul-06 to Jun-07	Joined trainee program throughout the company.
	Jan-06 to Jun-06	Worked on apprenticeship on the Global Energy Business Coordination team.
SENAI	Mar-07 to Dec-09	Professor on Electricity and Electric Equipment Control.
UFSC	Mar -03 to Dec -05	Consultant on power distribution predictive maintenance statistical trends and numeric forecast. English teacher on part time.

Languages:

Fluent English; Fluent Spanish; Native Portuguese; Advanced Italian.



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