

MIGUEL VALENZUELA ZUÑIGA
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Professional with more than 28 years of sound experience in the areas such as Shipping, logistic, and supply chain management, Expert in Sales Management, new business development, analysis, projects, and Supervision of International Accounts.

Languages

- **Spanish (Native) English (bilingual)**

EXPERIENCE

V&M Logistics Chile Ltda.

Agency Chile July 01st, 2005 – March 2018

National Accounts Manager

- Manager/develop relationship with NVOCC – BCO accounts.
- Increasing support from/to the USA to Latin & Central America.
- Propose new business opportunities.

AP Moller Group (MAERSK) 2000 – Jul 2005

Maersk Line, Santiago Chile, Dec 2000 – Jun 2007

Key Account Management

- Manage different worldwide bidding processes.
- Maintenance and generation of new import / export global business.
- Commercial negotiations with key customers dry and reefer.
- Optimization of revenue/allocation/Yield Management.
- Market intelligence & analysis.

Maersk Company - Santiago, April 2000 – May 2005.**Operations Manager Chile**

- Develop import and export trades dry and refrigerated FCL and LCL formats Air and Sea.
- Develop operations en Chile, Peru and Ecuador.
- Research, and development of new businesses.
- Procurement in Air, Ocean and domestic trucking and maintaining professional relationships with all carriers. Negotiation of contracts and volume control that included West Coast Latin American countries (Chile, Peru, Ecuador, Colombia and Bolivia)
- Responsible for profit & Loss, Budget and business plan.
- Manage a team of 8 people

Maersk Sealand Chile S.A.**Export Reefer Sales Representative**

- Manage portfolio of large reefer accounts.
- Main achievement, contract closure over 20,000 tonnes of salmon for main buyer holding in Japan, Travel to Tokyo Japan to sign a termination of contract at headquarter.
- Promote and convert cargoes from bulk to container transportation.
- Business development.

Sealand Chile S.A. Santiago.**Export Sales Representative.**

- In charge of export containerized dry and reefer accounts, main line of business wine, wood, and fresh fruit.
- Handle commercial negotiations/contracts.

Ultramar Agencia Maritima January 1989 to April 2000

- Pricing Analyst represented Shipping Lines (Hapag Lloyd, Lykes Lines, Elma, Mitsui O.S.K. Lines)
- Claims analyst

EDUCATION

Supply Chain Management Specialization Cranfield University, UK	2004
Especialización Comercio Internacional Universidad de Chile Facultad	2001
Ciencias Económicas y Administrativas, Santiago Chile.	
English as a Second Language Program, University of Toronto, Toronto, Canadá	1994

OTHER WORKSHOPS, SEMINARS AND SPECIALIZATION COURSES

Damco Procurement Seminar, Ciudad de Panamá, Panamá	2001
Maersk, Appraisal, Santiago	2000
Maersk Sealand/Maersk Logistics ISF Coaching Seminar	2005
Maersk, Reefer Seminar Sao Paulo Brazil	
2003	