

# **Raúl Antonio Salas Cabezas**

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## **MECHANICAL ENGINEER - EXECUTIVE MBA - MASTER IN PROJECTS MANAGEMENT**

Over fifteen years of experience in Projects Management. Broad knowledge in mining operations, maintenance and projects development. Skills in negotiations, managerial and leading teams. Proven ability to capitalize on business opportunities and highly commitment with safety and obtaining results.

## **PROFESSIONAL STRENGTHS**

Strategic Vision, Planning & Direction  
Executive Development  
Organizational Change  
Projects Management

Infrastructure Development  
Team Building  
Problems Solving Skills

## **EDUCATION**

2016: Certificate "Energy Within Environmental Constraints", Harvard University.  
2013: Master in Projects Management, Universidad Adolfo Ibañez.  
2011: Executive Master in Business Administration (MBA), Universidad Adolfo Ibañez.  
2001: Civil Mechanical Engineer, Universidad de Santiago de Chile.

## **CAREER AND ACHIEVEMENTS TO DATE**

### **February 2018- Present: PROJECTS MANAGEMENT CONSULTANT**

Last Experience:

- Risk Management consultancy for thyssenkrupp Industrial Solutions, project "Overhaul Collahuasi Shiploader System"
- Risk Management consultancy for Codelco, project "Chuquicamata Underground New Mine"

### **February 2018- Present: GENERAL MANAGER**

CHARTTECH SOLUTIONS LATINAMERICA, Chile

Chartech Solutions is a Canadian company traded as public at the Toronto Venture Stock Exchange under the code YES. Designs state of the arts environmental solutions for cleaning and filtering air & water.

Job Role:

- To lead and build the projects portfolio for the expansion of this Canadian company in Latin America.
- Study and preparation of proposals for tendering process
- Business development
- Financial & Legal responsibilities for the entity.

### **October 2016- January 2018: TECHNICAL MANAGER**

THYSSENKRUPP INDUSTRIAL SOLUTIONS, Chile

Job Role:

- Leading the technical area of the company, source of the technical knowledge of the products portfolio.
- **Project Manager for EPC projects**, such as:

- Revamp of Collahuasi Shiploader System, consisting in an EPC project for changing the structure over the bridge, the conveyor belt, the lifting system and upgrade the electrical & instrumentation system. Works should be executed in 10 effective days of shutdown.
- Revamp of Portal Reclaimer Collahuasi, consisting in change of Boogies, pendulum pivot, system, alignment of the bridge and update of the entire electrical & control system adding HMI and Profibus communication.
- Responsible for execution of the Revamps and Asset Management projects.
- Regional Latam Coordinator for "Training" business unit.
- Manager of "S" component for "Traspaso Andina" Project. An EPS contract project of USD 120 millions.
- Supporting to commercial area in many aspects: bid/no bid, go/get, technical capabilities, execution strategy, etc.
- Develop and maintain sales tools such as brochures, news, presentations
- Develop marketing content as Data Sheets.

### **November 2015- September 2016: ENGINEERING MANAGER**

Mining & Metals, Mota-Engil Chile

Job Role:

- To lead and build a projects engineering team in order to develop all studies to be materialized in new infrastructure. Focused on HSEC, quality and cost & schedule accuracy
- Study and preparation of proposals for tendering process
- Develop business opportunities

### **February 2014-November 2015: INDEPENDANT CONSULTANT**

Specialist in projects management.

External consultant for:

- Andes Iron, project "Dominga". Iron and copper producer. U\$2.5 billion dollars Capex.
- AlphaSights (NY, USA), International Consulting
- Mota-Engil Latin America.

### **2011-February 2014: MANAGER PROJECTS ENGINEERING & STUDIES / PROJECT MANAGER.**

Projects VP, Minera Escondida Ltda., CHILE., Operated by BHP Billiton.

Job Role:

- Strategic and company orientated vision, planning and direction
- Building a projects engineering Management team in order to lead all studies to be materialized in a new infrastructure for the company. Focused on HSEC, quality and Cost & Schedule accuracy
- Developing all studies to justify major projects and obtaining capital expenditure authorization according to BHP Billiton's Project Development Manual.
- Construction of annual portfolio of sustaining projects
- Execution of some specific and critical projects as **Project Manager**
- Understanding and compliance of Control & Governance in Bhp Billiton Projects Process

Key Achievements

- Successfully achieved projects portfolio under his management at healthy level
- Obtaining the qualification of benchmark Asset in BHP Billiton regarding projects development
- Leading Sustaining Portfolio of 275 MU\$ per year.
- Successfully repositioned the company to establish and create the "Head of Projects Area" for developing some minor projects locally
- Achieved rapid progression from Engineering Superintendent Position to Project Engineering & Studies Manager
- Permanent participant in "Projects Steering Committee" for Escondida. Held every month at corporate offices in Santiago.

- Example of projects executed as Project Manager:
  - ✓ Solar Photovoltaic Farm, "Villa San Lorenzo" Camp.
  - ✓ Production Improvement Projects: Expansion in flotation area, Los Colorados and Laguna Seca Concentrators. 100 MU\$. In operation.
  - ✓ Escondida Concentrate Transport: New concentrate 9" pipeline along 148 kms. 210 MU\$. In operation.

#### PREVIOUS POSITIONS:

- 2009-2011: Superintendent Projects Engineering. Leading the engineering team in charge of develop phases of selection, definition and support during implementation (field engineering, commissioning and start-up) to sustaining projects portfolio and minor projects.
- 2008-2009: Chief of Engineering. Engineering, Construction and Infrastructure Management. In charge of leading CAPEX projects up to USD 100 million.
- 2003-2008: Project Engineer. Construction and Engineering Management, leading sustaining and improvements projects for the concentrator plants Laguna Seca and Los Colorados.
- 2003: Chief of Maintenance, Compañía Minera Huasco (Mitsubishi-CAP joint venture)
- 2002-2003: Control Room Operator, Compañía Minera Huasco (Mitsubishi-CAP joint venture)

#### RELEVANT COURSES

- "BHP Billiton Global Awareness", Cranfield University (London), in Shanghai, China. October 2006.
- Leading Self and Teams (LST)
- Several security modules (First Aids, HSEC, Fatality Protocols)
- RCM2, Ellman Sueiro and Associates.
- GSAP, BHPBilliton.
- Project Management Modules, BHPBilliton.
- Microsoft Projects, Universidad Católica del Norte.
- Primavera P6

#### LANGUAGES

Native Spanish  
Advanced level of English.

#### REFERENCES

- Carlos Urrutia, Site Manager, Fluor Chile. Mobile: (56) 9 32585503
- Claudio Monken, VP Latinamerica, Mining Systems, Sandvik. Mobile: (55) 21992645080