

PABLO MARTINEZ
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Education

Purdue University. Krannert School of Management, IN **Class of 2016**
Master of Business Administration (MBA)

Bicentenario de Aragua University. Aragua Estate, Venezuela **Class of 2012**
Bachelor's degree in Electrical Engineering

Work Experience

Graduate Assistant. DCMME/Global Supply Chain Management Initiative **08/17/15 – Current**
The Global Supply Chain Management Initiative gives current and future managers the opportunity to be on the forefront of emerging ideas and technologies that promise to provide a differentiating advantage to businesses in the future. This initiative offers a broad-based approach to develop business skills through a variety of programs.

- Hosted different events and conferences in Purdue University introducing and managing guest speakers from a variety of companies including A.T. Kearney and Amazon
- Managed DCMME/Global Supply Chain Management Initiative marketing material
- Helped to OM Faculty members as teaching assistant
- Outreached companies and students organizations to schedule events

Food and Beverage Interim Manager. EB Hotel Miami **06/14/15 – 08/14/15**
EB Hotel Miami is part of the Eurobuilding Hotels Group, a hotel chain with five star properties in Venezuela and Argentina. EB Hotel is the first property in the United States.

- Designed the Food & Beverage Administrator position required to run a profitable restaurant
- Designed and implemented service operation model for servers. The results included an increase in tips of 60%, better customer reviews, and ensured a contract with a U.S. Government Entity for \$1.3MM
- Established outstanding relationships with suppliers and vendors to ensure product availability, quality and best pricing
- Increased the Hotel Room sales by 70% in three weeks aiming airlines with cancelled flights
- Developed a Room Service analysis and a computer-based training system for future hired personnel

HR/ Operations Intern. TVS Motor Company. Bangalore, India **05/11/15 – 05/30/15**
TVS Motor Company Limited, which is part of TVS Group, manufactures motorcycles, scooters, mopeds and auto rickshaws in India.

- Developed a project on retention of middle managers and their employee satisfaction as the key for human resource dependent functions like operations
- Conducted a research study that reached out 90% of the company's workers in the operations department, about 300 employees, three weeks after arrival becoming the most influencing project ever done by a Purdue University student

Engineering Assistant. Eurobuilding International Hotels. Maiquetia, Venezuela **07/2013- 08/2014**
Eurobuilding Group is an International chain of hotels originally from Venezuela

- Leded a team of ten co-workers focused on the operations management according to a five stars hotel standards. 40% performance increased during tenure
- Supervised hotel's organizational and event planning parameters to ensure customers satisfactory experience
- Developed a high quality maintenance system that lowered hotel's electric power consumption over 36% in record time. A six months project ensured savings of \$200K a year for the next 10-15 years
- Ensured relationship with suppliers to maximize the products inflow to the hotel in a competing environment

Chief Maintenance Bicentenario de Aragua University. Maracay, Venezuela **03/2012 - 08/2012**
Bicentenario de Aragua University is an institute located in Aragua estate specialized in Electrical Engineering Sciences.

- Supervised actual conditions of installed machinery such as power plants, to support and improve customers service
- Managed the allocated budget for purchases and schedule maintenance services
- Company's spokesman for incoming students to serve during the admissions and event planning

Intern (required getting diploma)

SENECA Company. Porlamar, Venezuela **08/2011 - 02/2012**
SENECA Company is responsible for the generation, transmission and distribution of electricity in Nueva Esparta Estate, Venezuela.

- Translated the Maintenance Schedule of the Gas Generator TITAN 250T from Caterpillar Company for the new multimillion dollar investments yielding \$25MM benefits to the estate

Intern (Cont.)**SENECA Company. Porlamar, Venezuela****08/2011 - 02/2012**

- Enhanced the firm's PR department serving as a liaison with outsourcing providers, especially with international customers from the US, Canada and UK to make their transition, and negotiations more comfortable in a challenging environment

Honors & Awards

- Elected as the President of the Krannert Toastmasters Club for 2015-2016 period
- Elected as the Vice President of Marketing and Brand Management for the Krannert Graduate Student Association
- Honored multiple times as Outstanding Volunteer for increasing funds and community engagement for events such as the Human Library, Bootcamp for Veterans with disabilities, and Microsoft tools lessons to communities in need
- Sponsored to represent Bicentennial de Aragua University at EUREKA Innovation Event. Venezuela

Languages

- Spanish, native,
- Mandarin, current HSK Elementary level
- Japanese, basic conversation