

# **ANDRES JIMENEZ**

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## **Objective:**

- To work for a Containerboard Worldwide Corporation

## **Experience:**

### **PAPELERA NACIONAL S.A.**

**MAY 1999 - PRESENT**

#### **SALES MANAGER**

Direct relations with the sales and exports of containerboard to the most important clients of the company which are all the cardboard manufacturers of boxes for banana, flowers and other Ecuadorian product exports, as well as the sales of the boxes from the box plant in Ecuador which initiated operations in 2011 and now a days sales around 110K MT per year of boxes.

Responsible for the production planning of the 2 Paper Machines.

Responsible of the export division, maintaining relations with international clients in Central America, Mexico, Colombia, Peru, Chile, Bolivia, and others.

Responsible of the elaboration of the annual sales division budget of paper and boxes.

Responsible of the Credit and Collections Department., etc.

### **PAPELERA NACIONAL S.A.**

**Jan 1994 - November 1997**

#### **SALES MIDDLE MANAGER**

Responsible of the sales department administration, and direct contact with some clients of the local market and the latin american market, specially in the sales of cement and sugar paper sacks.

### **PAPELERA NACIONAL S.A.**

**June 1991 - Dec. 1993**

#### **ASSISTANT SALES MANAGER**

Responsible of the sales administration, such as the elaboration of the sales orders in the computer system, invoices, sales statistics, etc.

### **Education:**

HARVARD BUSINESS SCHOOL On-line – Negotiation Mastery Sept 2022- Nov 2022 (8 week course)

IDE BUSINESS SCHOOL (Guayaquil, Ecuador) Executive MBA 2007-2009

UNIVERSITY OF SOUTH CAROLINA (Columbia Campus)

Jan 1993 - Dec 1993 BACHELOR OF ARTS IN INTERDISCIPLINARY STUDIES WITH A CONCENTRATION IN MARKETING AND RETAILING

UNIVERSITY OF SOUTH CAROLINA (Ecuador Campus)

Jan 1992 - Dec 1992

BROOKDALE COMMUNITY COLLEGE (Ecuador Campus)

Jan 1990 - Dec 1991

### **Personal:**

- Sports: Jogging, equestrian sports (dressage – jumping).
- Member of the Guayaquil Tennis Club – Club de la Union
- University of South Carolina: International Student Scholarship (1993)