

## **CURRICULUM VITAE**

**Tito Yvan Hernandez.** *Production Engineer. Industrial and Specialty Gases Manager.*

### **PERSONAL INFORMATION**

**Date and place of birth:** MAY 5<sup>TH</sup> 1977, Caracas, Venezuela.

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### **WORK EXPERIENCE**

**Employer: Buzwair Scientific and Technical Gases. From 01/02/2015 to 28/03/2024**

**Position: SPECIALTY GASES SALES MANAGER. Doha, Qatar.**

- Bidding and managing the high value contracts for the key account customers, coordinating through the Sales Forces, controlling at the same time the cost handling and price set up for strategic markets and customers in High Pure Gases and Mixtures duplicating the sales budget in three years and expecting 40% more in revenues than previous years.
- Supporting the Specialty Gases export worldwide using logistics from Buzwair Industrial Gases Factory, and maintain a list for sales leads for all prospective clients. Assistant and support sales team provided necessary information for preparing quotes for Qatar, Oman, Jordan, Lebanon, India, Pakistan, Turkey, Singapore, Malaysia, Australia, Turkmenistan, Uzbekistan and many others from GCC influence area.
- Assistant to existing and prospective customers with Installation and Accessories for Specialty Gases, such as regulators, manifolds, pipes, flow meters, etc.
- Coordinate equipment acquisition and raw materials for BSTG and keep the storage in safe levels and cost controlled, guaranteed the profit designed by the top management.
- Prepare the sales and prospects report weekly and monthly to the general management. Prepared market reports and monitored all competitor activities.
- Update our website <http://buzwairspecialtygases.com> support branding and start long term relationship with all our customers around the world managing all enquiries and feedback about our products and services.

**Employer: Buzwair Industrial Gases Factory from 01/10/2013 to 01/02/2015.**

**Position: HELIUM TECHNICAL & COUNTRY MANAGER FOR SAUDI ARABIA. Dammam, KSA.**

- Supporting the Bulk Liquid Helium export worldwide in the logistic commissioning in customer owned Iso-Container from RasGas Plant Helium II to UAE and beyond, in coordination with our partners Iwatani corp. and LNG Japan.
- Assistant to existing and prospective customers with Helium and derivatives and their required features, providing technical support to all sales plan with various pre sales and post sales activities such as MRI cooling and commissioning and planned MRI maintenance also. Manage all product demonstrations and installation of products related to the Liquid Helium and ensured work according to required specifications.
- Coordinate equipment acquisition and technical support for the new filling station in Dammam, KSA, based on the same equipment and suppliers installed in BIGF and GHS in Qatar.
- Gather information on all customer requirements and developed applications accordingly and also analyze data according to standards procedures and procured necessary results required to facilitate sales.
- Manage and maintain a list for sales leads for all prospective clients. Assistant and support sales team provided necessary information for preparing quotes for Qatar, KSA and Oman also.

- Prepared and documented reports for project progress and all associated activities. Reviewed working of project and ensured its compliance with company standards, policies and codes. Prepared market reports and monitored all competitor activities.
- Update our web page with our Web master and prepare for evolution to web 2.0 style including social network customer feedback and self added content, support branding and start long term relationship with all our customers around the world managing all enquiries and feedback about our products and services.

***Employer: Gases Industriales del Este GIE, C.A. 01/01/2010-30/09/2013. Caracas, Venezuela.***

***Position: SPECIALTY GASES TECHNICAL AND SALES MANAGER.***

*Position based in Caracas but representing AIR PRODUCTS from USA for Liquid Helium and Specialty Gases.*

- Responsible for obtaining profitable results through the specialty gases sales force by developing the team through motivation, counseling, skills and product knowledge development.
- Manage the sales administration function, purchasing, logistics and operational performance reporting, streamlining processes and systems wherever possible, and advising senior management on maximizing business relationships and creating an environment where customer service can flourish, especially focused on important accounts in Liquid Helium magnetic resonance.
- Responsible for managing the sales team, developing a business plan covering sales, revenue, and expense controls, meeting agreed targets, and promoting the organization's presence throughout Venezuela, Central America and Caribbean Countries.
- Assist in the development of the annual marketing plan, specifically advising on: realistic forecasts for each product and territory.
- Provide high standards of ongoing training for the Medical and Scientific representatives so that they possess sufficient medical and technical knowledge to present information on the company's products in an accurate and balanced manner.
- Expand our product portfolio, introducing new products, such as the Sulfur Hexafluoride, Carbon Monoxide and Methane UHP in pure gases and Natural Gas, Calibration and Liquid Hydrocarbon Mixtures.
- Implement a system that describes the responsibilities and performance standards for each member of the sales team, set individual territory sales and commission targets and administer the commission plan.

***Employer: Linde Gas (before AGA GAS Venezuela) 01/11/2005-27/01/2010. Maracay, Venezuela.***

***Position: Process Engineer. – for Scientific Gases, Chemical Packaged an Helium - industrial & Special Products Division (I&SP)***

- Manage and to keep traditional accounts in pure gases and mixture, and calculate and control of sales budget fiscal year 06 through 10 on special products.
- Technical assistant on customer and to develop solutions in pure gases applications specially focused on scientific and research customer, including Gas Networks installations and support and coordinate all the Liquid Helium fillings on MRI.

***Employer: BOC GASES Venezuela 01/08/2004 - 01/11/2005. Maracay, Venezuela.***

***Position: Applications Engineer. – for Local Technical Solutions on Process Gas Solutions (PGS).***

- Help to introduce the MAP applications to local market, creating new customers including tests and developing of new formulations of gas mixtures for food preservations.
- Participate on tests of Frozen and Chilling of hamburgers, fried patties and raw meat of beef, poultry, pork and bakery products for important suppliers of McDonald's and Wendy's.
- Participate in Oxy-boosting project and test for Owens-Illinois and Nitrogen PSA for ALCASA.
- Testing with CO2 for PH Control on Cargill facilities.

- Leadership and participates on Beverage Audit Tools programs for Pepsi Plants on Venezuela.

**Employer: BOC GASES Venezuela 01/06/2003 - 01/08/2004. Maturin, Venezuela.**

**Position: Oil-Fields Engineer. – for Local Technical Solutions on Process Gas Solutions (PGS).**

- Training and operates Nitrogen Injection Unit on BP and Petrobras oilfields in Melgar, Colombia.
- Working together BJ Services in Coiled Tubing stimulating process with high-pressure Nitrogen and Leadership of cleaning and inerting operations with Nitrogen of the new crude-oil Benton-Vinccler Pipeline
- Leadership of inerting with low pressure Nitrogen two 20,000 barrels crude-oil tanks on BP facility on Maturin.

**Employer: BOC GASES Venezuela 10/06/2002 - 01/06/2003. Maracay, Venezuela.**

**Position: Plant Engineer. – for Plant Operations on Process Gas Solutions (PGS).**

- Complete the overhaul CO2 plant in Maracay Facility

**Employer: POLAR Brewery, Eastern Venezuela - 05/04/2001 - 03/10/2001. Barcelona, Venezuela.**

**Position: PROJECT ENGINEER, INTERNSHIP – Engineering Department of Bottling Management.**

- Participate on Cans and Non-Returnable filling line installation and optimization.
- Participate on design and optimization Non-Returnable materials stockroom and warehousing.
- Optimization the process and implement new control procedures for Logistics according the most recent ISO-9000 standards on Bottling Management.
- Achieved the best grade in the ISO 9000 certification by improving procedure manuals and designing new task descriptions and SAP registers.

**Employer: POLAR Brewery, Los Cortijos - 08/03/99 - 10/03/99. Caracas, Venezuela.**

**PROJECT ENG. SUMMER INTERNSHIP– Logistics**

- Optimized the control, stock identification and invoicing processes by implementing a computer based system, with the mainly objective to reduce load time on trucks.

## **ACADEMIC BACKGROUND**

Production Engineer – Simon Bolivar University

## **LANGUAGES**

**English:** Fluent. Certified by **Language College Maracay.** / **Spanish:** Native.

## **PC EXPERIENCE**

**Operating systems:** Windows 11/10/7/Vista/XP/2000/NT/98/95/3.1 y DOS.

**Applications:** AutoCad, AutoPlant, SAP, Office suite, MS Project, Internet Explorer, Outlook, Dynamics and several drawing programs and visual applications.

## **PROFESSIONAL COURSES**

Dangerous Work Permissions Certification. .... Maracay, Venezuela. March 2003.  
 Nitrogen Pumping Unit Operator.....Bogota, Colombia. June 2003  
 ISO 9000:2000 Training..... Barquisimeto, Venezuela. September 2004.  
 Beverage Audit Tools Training ..... Guacara, Venezuela. May 2005.  
 Oxygen Compatibility Training .....Valencia, Venezuela. July 2005  
 Scientific & Chemical Gases Int'l Workshop..... Pto La Cruz, Venezuela. January 2006  
 Helium Workshop ..... Murray Hill, NJ, USA. May 2006  
 Defensive Driving level 1 and 2 ..... Guacara, Venezuela. June 2006  
 Liquid Helium Cryofill Services ..... Houston, TX, USA. November 2006  
 Containers for Compressed Gases. AGA GAS, C.A Maracay, Venezuela. March 2007.  
 Bidding to Public Companies..... Caracas, Venezuela. August 2007.  
 Import Process of Goods and Services..... Maracay, Venezuela. December 2007.  
 Stress Management and Personal Control.....Maracay, Venezuela. January 2008  
 Labour Legislation Basic Knowledge.....Caracas, Venezuela. May 2008.  
 Management Cost and Expenses Control..... Caracas, Venezuela. October 2008.  
 Integrated Power Management and Logistics Zone. Caracas, Venezuela May 2009  
 Update on Competitive Bidding..... Caracas, Venezuela .July 2009  
 Going to the ISO 9001: 2008..... Caracas, Venezuela. March 2012  
 Internal Auditor for ISO/IEC17025:2005..... Doha, Qatar. April 2015.