

Victor A. Rodriguez

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STRENGTHS

- Knowledge on Operations, Sales, Technical Services, Human Resources and Finance.
- Leader, high negotiation capacity, planning, good communication skills, innovator.
- Able to guide long term relationships with customers.
- Able to search for innovative solutions in resource-limited settings.
- Concrete Technologist.
- Languages: English and Spanish.

PROFESSIONAL EXPERIENCE

01.2018 to date **SACSA Consulting Group - Mexico y Central America (GCSmxca)**
General Manager

- Concrete Mix Design Optimization for Ready Mix and Precast industries.
- Concrete Technology Training, Concrete Pathology and Concrete Repair solutions.

01.2016 to 12.2017 **FOSROC, SDN. BHD.**
RPS Manager - Concrete

Reporting to the Regional Commercial Manager Asia, main role will be to manage the implementation of Fosroc's Global Admixture Strategy in the region working closely with the HoT Concrete, GPSM Concrete, local admixture technical teams and the local admixtures sales teams.

- Concrete Admixtures Development.
 - Review of SEA OpCo's Concrete Admixture formulations and upgrade their performance; adjusted for new customer's requirements; change of specific Raw Materials (Cost Engineering process).
- Concrete Technology Training.
 - Technical/Commercial presentations for SEA OpCo's; Internal Technical Training (Concrete School).
- Concrete Mix Design Optimization for Ready Mix and Precast industries.
 - Technical support for SEA OpCo's projects where customer's requirements were to present new concrete mix designs for their unsolved needs.

Projects:

- Development of Project Enterprise
- MYS) LafargeHolcim Tender – Development of Tailor-Made Admixtures and KL118 Technical Assistance
- MYS) Tasek Cement – Technical Support
- MYS) Perfect Mix Portfolio – Technical Support
- MYS) Johor Bahru Concrete LAB – Initial Setting and commissioning
- MMR) High Tech Concrete Tender - Development of Tailor-Made Admixtures
- MMR) Shew Li Dam – Technical proposal for Rolled Compacted Concrete
- MMR) Concrete Admixtures upgrade process and development of new admixtures
- VNM) Saigon RDC – Technical Support (Vincome Landmark 81)
- VNM) Concrete Admixtures upgrade process and development of new admixtures
- THA) Concrete Admixtures upgrade process and development of new admixtures
- THA) Chiang Mai Tunneling project – Technical proposal using PCE's admixtures
- IDN) Concrete Admixtures upgrade process and development of new admixtures
- IDN) Medan projects – Technical Support
- IDN) Technical/Commercial presentations
- BRN) Temburong Bridge – Technical Support
- SGP) Lightweight Concrete project – Technical Support

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03.2014 to 12.2015 **SACSA Consulting Group - Mexico y Central America (GCSmxca)**
General Manager

- Concrete Mix Design Optimization for Ready Mix and Precast industries.
- Concrete Technology Training, Concrete Pathology and Concrete Repair solutions.

01.2010 to 02.2014 **GRACE Container, S.A. de C.V.**
Sales Manager (MX) / Technical Services Manager (MX&NC)

- Increased annual sales.

Projects:

- Underground Construction (Mining / Shotcrete).
- High Strength Concrete for Precast elements.

2008 to 2009 **Cemento Panama, S.A.**
Technical Services Manager

- Evaluation of the cement and concrete to be used in the Canal de Panama Project.
- Concrete Mix Design Optimization: Pumpable concretes, Pavement solutions, High strength concretes, Conventional concretes (Mix Master/VMatrix).
- Technical training: Durability Seminar; Paving Seminar; Control and Concrete Mix Design (CAPAC).

2000 to 2007 **BASF Construction Chemicals (Costa Rica)**
Degussa Construction Chemicals (Costa Rica) / Master Builders Technologies, Inc. (Costa Rica)
as Sales Manager / General Manager

- Built Costa Rica manufacturing plant to cover Central America Region.
- Structured distribution channels in Central America.
- Increased annual sales.
- Achieved the ISO 9001:2000 certification for the plant.

as Technical Manager

- Technical coordination of 5 Slab on Ground seminars and other technical courses.
- Concrete Technology Training for Concrete and Cement Institutes in Guatemala, Salvador, Nicaragua and Costa Rica; as well as other technical associations and Construction Events.

1995 to 2000 **MBT Mexico, S.A. de C.V.**
Technical Services Manager

- Master Merit, for technical implementations in Mexico, increases annual sales and development of new market segments.
- Team member of PC specialists, Trotsberg, Germany.
- Technical assistant for Peru, Argentina and Dominican Republic operations.

1993 to 1995 **Instituto Mexicano del Cemento y del Concreto, A.C. (IMCYC) - Technical Services Manager**
1990 to 1993 **Rodriguez Serrano, S.A. de C.V. - General Manager**
1985 to 1990 **Grupo Tolteca – Preconcreto, S.A. de C.V. - Technical Manager**
1983 to 1985 **Camara Mexicana de la Industria de la Construcción (CMIC) - Technical Assitant**

EDUCATION

1981 to 1983 **The George Washington University**
School of Engineering and Applied Sciences
Master's Degree - Engineering Administration

1976 to 1980 **National Autonomous University of Mexico**
Facultad de Ingenieria - Civil Engineering