

DIEGO FELIPE FRANZ

400, Club Circle

Boca Raton ▪ FL

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Email: diegoffranz@hotmail.com

41 years old ▪ Brazilian ▪ Work Permit

QUALIFICATION

- Distinguished career through improvements implementation and results obtained. Great deal of experience in Administrative, Commercial, Financial, Contracts, Marketing and Systems areas, always performing in accordance with the strategic objectives to the continuous growth of the organization.
- Team management experience, responsible for the distribution and management of tasks, motivation and training, creating high performance teams seeking results.
- Great deal of experience in structuring new areas, methods analysis, controls and improvements, as well as process and systems, identifying, mitigating and correcting flaws, inefficiencies and implementing solutions focused on optimizing routines, cost reduction and profit increase.
- Great deal of involvement and experience on application development projects, necessities trend analysis, control and creation of figures control actions management, aiming to the improvement of these applications, as well as identification of opportunities for business expansion.
- Experience on mapping and managing data, as well as dealing with suppliers, seeking better price, payment and faster delivery of products.
- Available for travelling and moving to different locations.

EDUCATION

MBA on Financial, Control and Audit Management – 2015
Fundação Getúlio Vargas – **FGV**

Economy Degree – 2014
Pontifícia Universidade Católica – **PUC**

Information Technology Technician Degree – 2012
Centro Universitário Claretiano

PROFESSIONAL EXPERIENCE

Jan 2009 – Ago 2022

IBM Brazil

Manager

- ✓ Great deal of experience on managing the team responsible for the billing, inventory and contracts applications used by IBM for its internal and external customers in Mexico, Latin America, Canada and USA, supporting customers, projects, testing and audits.

Jan 2008 – Dec 2008

Comercial Nunez

(Company acting on the glass business)

Administrative Manager

- ✓ Responsible for managing a sales team, mapping and executing sales, as well as developing ERP + CRM in the company.

April 2005 – Jan 2008

American Satélite

(Company acting on the wi-fi segment)

Administrative Manager

- ✓ Responsible for the management of a large sales team, as well as for the exclusive creation of brands for importation. Managed wholesale for distributors and customers.

Jan 2003 – Mar 2005

Airways Viagens e Turismo

(Travel Agency)

Commercial Manager

Sales Consultant

Jan 2001 – Dec 2002

Guainco Ceramics - (USA)

Sales Consultant

- ✓ Responsible for customer sales, as well as stock and administrative routines.

LANGUAGES

English – Fluent

Spanish - Advanced

INTERNATIONAL EXPERIENCE

USA – Business Trip.

COMPUTING KNOWLEDGE

Advanced knowledge on AIX platforms, MVS, DB2, SQL, Microsoft Office and web packages.