

# MSc. Octavio Santos Chávez



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Professional Master's Degree. - 9978678  
tavosc@hotmail.com  
32 years  
Single

## EXECUTIVE SUMMARY

13 years of experience in shipping and port administration/operation industry. A reliable and assertive person, who seeks the best way to reduce costs. Analytical and detailed, by creating specialized and complex projects, defining project priorities and delegating tasks. Strategic human and material resource planning. Leadership on staff management. Excellent customer service skills and team work. Trustable and self-motivated. Reengineering process and experience on quality management systems

## EXPERIENCE

### CICE Logística S.A. de C.V. | Jefe de Logística (Actual Job)

- ❖ Logistic coordination to import RTG Kone Cranes from Finland to Veracruz, customs support, shipping coordination, building support at erection site and tax savings.
- ❖ AFRANRENT Project (cogeneration energy plant, Coatzacoalcos), specialized logistic coordination on equipment's arrival, handlings, trucking and delivery to destiny.
- ❖ Business plan for specialized projects, for all kind of cargoes; pipes, oversized equipment, bulk carriers, minerals, containers, etc.
- ❖ Bidding and start of LAKACH project for Petroleum Company SAIPEM; providing port maneuvers and trucking services, first Deepwater pipeline project in Mexico
  - Evaluate and update security quality standards of the company and test lifting equipment, so that we could be able to identify and correct vulnerable points, to be able to fulfil all his requirements.
  - Development of operative, administrative, equipment maintenance, security and care staff, in order to match to his quality and security international standards.
  - Supervise the perform of all procedures, per what had been establish on the program.
  - Process reengineering.
- = Attention and experience in quality management systems.
- Elaborate and look for the best possible solution for the NCR (Non-conformities)
- Logistic Coordination of the all Project.
- ❖ Increase of a 90% of bulk cargo customers.
- ❖ Customer prospection, close new business projects for the company group.
- ❖ Logistic coordination, for the importation of the machinery that has being used at LOS RAMONES project (transportation system for natural gas, from border of Texas with Tamaulipas).
- ❖ Cabotage of General Cargo, Pipes and Bulk Cargo.
- ❖ Vessel evaluation to be nominated, depending on the type of cargo, handlings at the port, transport coordination and delivery at final destiny.
- ❖ Summarize reports of the commercial situation of the Company on the market, always focused to reach the final Budget.

### Twin Marine de México S.A. de C.V. | Operations (July to December 2013)

- ❖ Vessel evaluation to be nominated, depending on the type of cargo, handlings at the port, transport coordination and delivery at final destiny.
- ❖ Contracting and execution of specialized services to vessels and their crew.
- ❖ Tramp and line Vessel attendance. Operative coordination. Manage special services requested by owners or disponent owners.
- ❖ Free practice and coordinate with port authorities. Statements of Facts & Provisioning supply.

**APM Terminals México, S.A. de C.V. | Sales Manager and Customer Service Mexico (Lázaro Cárdenas, Mich.) March 2010 – April 2011**

- ❖ Specialized mineral export services, either to be stuffed in bulk vessels or container (OBO Vessel). By taking the mineral from the mine, pulverize to 4", booking assign with shipping lines, prepare with plastic inside containers, stuffing, weighing, inland freights, port maneuvers, etc. Or in break bulk on vessel.
- ❖ In charge of México offices, such as: Ensenada, Manzanillo, Lázaro Cárdenas, Querétaro y Veracruz.
- ❖ Prepare commercial specialized proposals for customers and shipping lines, promoting DEPOT & EMR services, follow up all negotiating process, until closing the deal. (Happag Loyd, Hanjin, CMA-CGM, COSCO, MSC, CSAV).
- ❖ Hunt and explore for new possible customers in México, coordinate and check national and international shipments. Customer follow up nationwide.
- ❖ Develop pipeline opportunities, by prioritizing pipeline activities.
- ❖ Monthly graphic and detail reports of cargo movement, summarize all company commercial situation in Mexico.
- ❖ Work with legal department, by redacting and analyzing all contracts. Maintain and increase customer portfolio.

**Maersk México.- Finance Chief/Operative Supervisor/Shipping Agent (Ensenada, B.C./Veracruz) January 2008– February 2010**

- ❖ Restructured finance delay of more than two years of the area, through a better productivity and performance between areas; Collection Department (Recovering unplayable accounts and death portfolio). Invoicing Department (Creating a better and controlled administration system, not only for invoicing, but in general finance aspects. Finally, Operation Department (Coordinate and manage operative staff, in order to reduce extra maneuvers and time loss).
- ❖ Reduced operative costs, recover vendor's, acquire new and better vendors, set new agreements with vendors, by reducing operative and administrative costs.
- ❖ Create and manage Operative and Administrative Budget. Stock control, equipment rental and maintenance. Create special packages for reefer cargo such as fishing companies and shipping lines (meat, fish, shrimps, etc).

**EDUCATION**

**Merchant Marine Academy Cap. Alt. Fernando Silíceo and Torres**

- Master in Science of Maritime Affairs. August 2011 – July 2013. Professional Master's Degree.- 9978678
- Business Communication Diploma (Toronto, Canada-Pacific Language Institute 2006-2007).
- International Trade and Customs Degree (Unimex Veracruz)

**LANGUAGES**

- Business Communication and Advance English Diploma.
- Professional English Diploma - Harmon Hall

**SOFTWARE**

- Windows, Microsoft Office, Outlook, Power Point, Excel, Word, Acrobat.

**ADMINISTRATIVE SYSTEMS:**

SAP (PO's & SO's), SCV (Single Customer View), SIR, COI, PROCEDA, SORF & MAGAYA. EBUSSINES, Internal systems and services.