NOMBRE CANDIDATO

# P R O F E S S I O N A L E X P E R I E N C E

+ 5 7 3 2 0 0 0 0 0 0 0

CORREO @ G M A I L . C O M

[w w w . l i n k e d i n . c o m /enlace](https://www.linkedin.com/in/nicol%C3%A1s-pati%C3%B1o-uzuga)

C O L O M B I A

# W H A T M A K E S M E U N I Q U E ?

Petroleum engineer with commercial emphasis and experience in sales models B2B and B2C.

During the last few years I have been involved with

**S A L E S**

**E N G I N E E R**

2020 - N O W D A Y S

**P E T R O P H Y S I C A L I N T E R N**

2017 - 201 8

**D I S T R I M E D L T D A**

In charge of the commercial and engineering relation with strategic accounts. Design benefit proposals for clients as well as develop technical reports to ensure the permanent fulfillment of sales budgets.

## U R G E N T A E N E R G Y

Validate the quality of the information provided by the contractors through QA / QC control. Prepare petrophysical evaluations across IP software, updating the Reservoir database.

Mobil industrial lubricants which has allowed me to gain expertise in operations at different industries such as manufacturing, transport and oil & gas. This has allowed me to identify needs, generate attractive value propositions for customers which are focused in business goals. In addition, I have worked in the development of improvements with clients in the areas of production, quality and purchase with satisfactory results.

On the other hand, I am interested in working with

interdisciplinary teams, enhancing my business

# E D U C A T I O N A N D C O M P L E M E N T S

skills, taking challenges in terms of learning, goals

**P E T R O L E U M E N G I N E E R**

2 0 1 2 - 2018

**S AL E S**

**B E N E F I T S**

2021

## U N I V E R S I D AD

**C O L O M B I AN A**

**O R G AN I Z AC I Ó N**

**E N V O L**

and achievements.

**T O O L S A N D S K I L L S**

**M I C R O S O F T E X C E L M O B I L S E R V**

**A C H I E V M E N T S M I N I T A B**

**I N C R E A S E D**



**P R O D U C T I V I T Y**

202 0

**K E Y A C C O U N T C R E A T E D**

20 2 1

**S A L E S G R O W T H**

2021

**P L ÁS T I C O S J O S E**

A 7% increase in production was achieved through the reduction of unscheduled shutdowns, with the support of Mobil Serv software asset management*.*

## G R U P O F E N Y X

Through my negotiating skills and excellent customer

relationship, our company was able to win the largest account at this moment, not only for the transport sector but to the B2B area as a whole.

## A D A P T E R W

I was able to achieve a 42% increase in sales since I joined the company. This was done through very good customer relation and by adhering to Exxon Mobil´s sales protocol of ensuring clients can quantify the benefit of products with high added value.

**E N G L I S H**

# A B O U T M E

**E M P A T H I C A D A P T A B L E**

**C O N C I L I A T OR**

**D E T E R M I N E D**