





## Work Life

Multi-Task, International, Value Creator, experienced Business Professional.

Organization Transformation enabler throughout Company's Strategies Definition, Development and Implementation along functional areas. Planning, Execution & Supervision of Business Operations in accordance with Company's short and long term objectives. Business Plan Developer. Facilities Construction & Special Projects Direction.



## Related to Industries

- Manufacturing
- Metallurgic
- Telecommunications
- Information Technology
- Security
- Electronics
- Pharmaceutical
- Consumer Products
- Construction
- Agricultural
- Chemical
- Plastics



***Fabio de Jesús Vásquez Perrotta, P.E., MBA, CFS***

***c/ Rafael Augusto Sánchez No. 92***

***Ens. Evaristo Morales, Santo Domingo, Dom.Rep.***

***(809) 544-4657 (Work) – (809) 704-5725 (Cellular)***

## Outstanding Results

- Business Deals – Over US MM \$ 1,000
- Managed Sales Over US MM \$ 750
- Managed Over 40 Brands
- 50 New Product's Launch - Market Introduction
- Customer Marketing Over 300 Accounts
- Managed Over 1,000 SKU's
- Purchasing Operations – Over US MM \$ 500
- 52 Telecommunications Repeater Interconnections
- 5 Telecommunications New Locations
- More than 4,500,000 Finished Products in assembly lines
- More than 20,000,000 Units in Metal Transformation
- More than 10,000,000 Personal Care Products
- Household Products over 1,000,000 Tons
- Sugar over 250,000 Metric Tons
- Molasses over 25,000,000 Gallons
- More than 30,000 M-Hours of Training Issued
- More than 50 New Programs Implementation
- Over 50 New Working Teams Creation
- Managed Projects over US MM \$ 500
- Project's Average ROI = 33.9 % - Average DPP = 4.2 Years
- Project's Performance On Time, Within Cost
- Project's Performance Within Scope & Best Quality
- Overall Construction Floor over 1,000,000 Sq-Ft
- Overall Soil Movement – Stabilizing – 3,500,000 CM
- Overall Concrete Poured – 750,000 Cubic Meters
- Electrical Wiring over 10,000,000 Ft.
- Power Generation Systems over 500 Mw.





## Organizations

### Current Management Positions :

**Simanel Group.**  
CEO, President

**Fortezza Group.**  
COB.

**W.Excelsior**  
Commercial, Sales\_Marketing LA Director

### Former Management Positions :

**Vicini – Caei's Group**      **Projects – Engineering Director**  
**In Line Plastics**      **International Projects Director**

**Colgate Palmolive**  
Plant, Planning & Projects, Marketing & Sales  
Finance, Engineering & Project Management  
**Johnson & Johnson \_** Production Plant & Engineering  
**Envases Tropicales \_** Production Plant & Engineering  
**Codetel ( GTE's Sub ) \_** Communications  
**Samsung Electronics & DC \_** Production Plant  
**Alarmas Nacionales \_** Commercial \_ Sales  
**Complejo Metalúrgico Dominicano \_** Production Plant



### International Business

More than 30 Countries – Business  
and Working relationship

- Commercial Strategy Definition ( Dallas, USA )
- LA Marketing & Sales ( Costa Rica, Panama, C.A. )
- Business Operations (Guaruja, Sao Paulo, Brazil )
- LA Marketing & Sales ( Fort Lauderdale, USA )
- Commercial Strategy Definition ( Daytona, USA )
- Purchasing Operation ( Germany, France, EU, USA )
- Business Operations (Piracicaba, Sao Paulo, Brazil )
- Business Operations ( Guatemala, Panama, C.A.)
- City Proj. Management ( Houston, USA, Jamaica )
- Corporate Business Strategy ( Atlanta, Miami, USA )
- Project Management Instruction ( Europe, USA, LA )
- Emergency Response Program ( USA, LA )
- Human Resource Program ( USA, LA )
- Commercial Strategy Definition ( Chicago, Baltimore, USA )
- Financial Program Compliance ( LA Division )
- Manufacturing Operation ( Sao Paulo – BRAZIL )
- Purchasing Operation ( New York, New Jersey, USA )
- Manufacturing Operations ( New York, Puerto Rico– USA )
- Manufacturing Operations ( New York, Puerto Rico–USA )
- Warehousing Logistics ( Miami, Florida – USA )

**PASSION**



People

More than 40,000 MH – 1,000 Business sessions attended along career development, related to Business ( Finance, Investment, Int’l Tax ) , Management ( Leadership, Sales, Marketing, Human Resources ), Project Management, Engineering ( Construction, Operations ), Compliance Programs ( Safety, Environmental, Quality, Emergency Response ), ISO Standards, between others.

Locations varies from Europe, USA & LA, with participation of well sound World Class Business Personalities and Companies as

Johnson & Johnson	Colgate Palmolive	
Raytheon Engineering and Constructors		
Coca Cola Co.	Georgia Power	Siemens
Rockwell Automation	Florida Crystals	Booker Tate Limited
Chevron	Shell Co.	Samsung Electronics
Hoogen Bioenergie GMBH & Co. KG		Thrace_LinQ
Sechilienne Sidec, Fr-Sa		
Krupp Machinenteknik	Soudronic AG,	LTA AG,
Strata Systems Inc	RiceLake Systems	GSE
JRM Engineering	Cooper Lighting	Ashtrom Roads
Ashtrom Buildings	Baxter HealthCare	Factory Mutual
N.Y.F.D	Firestone	Kolynos do Brasil
Sotramon Fr.	Utec Gmbh	Rutgers University
Georgia Institute of Technology		
American Production Machine, co.		
Instituto Tecnológico y de Estudios Superiores de Monterrey		

Arousing special themes as :

World Market-Finance Analysis, Business Plan, Strategic Planning, Corporate Vision, Leadership, Business, Management, Business & Information Technology Management, Market Trends & Analysis, Financial Strategies, Marketing – Sales Management, Emergency Response & Crisis Management, Project Management, Change Management, Influence and Negotiation Power, Communications, Lean Manufacturing, Six Sigma, Industrial Standards & Procedures, World Class Manufacturing & Services between others.



Achievements

First in Class and Honors granted in :

Corporate Finance Specialist

Master in Business Administration

Electric & Mechanical Engineering

Construction Management Specialist

Business Management Specialist

Technology Specialist

Communication in

Spanish, English, Italian and French

Background

Italian descendent, Dominican Citizen; Married with Three Children; Music Talent, Sports Practitioner with Excellent Health.

LEADERSHIP