







Catalina Pérez Leiva

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PROFESSIONAL PROFILE

Mechanical engineer currently finishing a master in Logistics and supply Chain management in the University of Luxembourg with an MIT SCALE certificate. Experience in Oil & Gas both upstream and downstream. With knowledge in electronics, HSE, inventory control, procurement and transportation logistics. Professional with team working skills, sales techniques and customer retention, effective communication, flexibility, adaptability and willing to relocate.

EXPERIENCE

Cargolux, Luxembourg September 2019 – Present
Industry Thesis (Ongoing)

- Gained deeper understanding of cargo operations at Luxembourg airport.
- Utilizing data frames in Python to identify key contributors of delay in ground time operations of a cargo aircraft.

ExxonMobil, Colombia March 2017 – June 2019
Territory Manager

- Supervise 48 Service stations in the region of Tolima, Huila, Caquetá and Caldas.
- Perform quality check site visits to ensure proper standards in both single sites and partner sites. Follow up in contracts, mortgages and negotiations.
- Analyze new service stations and negotiate business conditions using value proposition.
- Determine loading priority for trucks in storage terminals (La Dorada, Gualanday, Neiva) when there is shortage of fuels.

Accomplishments:

- Opening of new service station in Caquetá (50KGal/month)
- Renewing and renegotiating 8 existing service stations.
- Two new service stations in Tolima (8.4MGal contract)

Schlumberger, Colombia March 2012 – January 2016
Wireline Field Engineer

- Design logging programs according to the different requirements for each well and client.
- Give presentations for clients during pre-spud and kick off meetings to discuss logging program and operating procedure.
- Promote tools and services, focusing on advantages versus other companies and function.
- Coordinate directly with client the logistics and mobilization for every job.
- Field visits to perform wireline logging services in both open hole and cased hole wells.

Accomplishments:

- Successfully participated in new perforating technologies campaign for the META region in Colombia.
- Replacement of competitors for a 300KUSD job
- Sold new technology for Ecopetrol to work in 12 wells.

EDUCATION

University of Luxembourg , Luxembourg Master in Logistics and Supply Chain Management Incl. Massachusetts Institute of Technology (MIT) SCALE Certificate <ul style="list-style-type: none">1st place during Shark Tank competition at MIT	Expected July 2020
Bolsa de Valores de Colombia , Bogotá Diploma in Finance for non-financial Professionals	February 2017
Universidad de Los Andes , Bogotá Mechanical Engineer	March 2012
Universidade Federal de Santa Catarina , Florianópolis Exchange semester in Mechanical Engineering <ul style="list-style-type: none">Project in SOFC (Solid Oxide Fuel Cells)	December 2009
The English School , Bogotá High School Diploma – International Baccalaureate	June 2006

ADDITIONAL COURSES

Llamasoft , Boston Llamasoft Network Design Basics	January 2020
Schlumberger Bogotá , Bogotá QHSE level 2, HSE Supervisor	February 2014
Schlumberger Middle East and Asia Learning Centre , Abu Dhabi Wireline Peptec 2 Open Hole, MDT Training Basic petrophysics, advance course in wireline log interpretation	July 2013
Schlumberger Kellyville Training Centre , Oklahoma Wireline Peptec 1 Open Hole, Cased Hole Course	June 2012

ADDITIONAL INFORMATION & SKILLS

Languages: Spanish (Native), English (C1), Portuguese (C1), French (B1), German (A1)

IT skills: Microsoft Office, Tableau, Solid Edge ST3, ANSYS, Maxwell, Python, Llamasoft

Interests: Part of Taekwondo ITF Colombian team, winner in South American Tournaments in 2008 and 2010. Soccer teams in high school, university and Schlumberger. Fond of music, beginner in accordion and self-taught instruments such as guitar and drums.

Volunteer: Supply Chain Analyst at Hôpitaux Robert Schuman, Luxembourg. In event of outbreak of COVID-19. (March, 2020)