



JORGE AUGUSTO SALDE MAYORGA

CONTACT INFORMATION

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Córdoba - Argentina
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Father of Álvaro, Alfredo and Adolfo. Married to Constance. Running and reading my hobbies. Passionate about China and its culture, a country to which I traveled 3 times for work and business.

PROFESSIONAL SKILLS

Initiative capacity. Adaptability. Problem resolution. Orientation to results. Teamwork. Leadership. Empathy.
Involvement with the business. Continuous improvement.

EDUCATION

MBA Candidate

Faculty of Economic Sciences- National University of Córdoba.

Pitch and Storybrand

Specializations - B2B Sales - Negotiation - Implementation of Agile Methodologies - Business Modeling - Intensive Foreign Trade Course - ISCE -
Specialization in Tax and Financial Planning - Agriculture - CPCE Specialization in Taxation - CPCE.

Public Accountant

Faculty of Economic Sciences- National University of Córdoba.

LANGUAGES

English

Advanced level

COMPUTER SKILLS

Microsoft Office Tools, Tools for implementing agile methodologies. Trade intelligence software: Softrade, Trademap, Vuce, Pc Ram.

WORK EXPERIENCE

SBC Consulting (February 2022- Present)

Position: Founder / Commercial Director

Activity: Consulting for the internationalization of SMEs and Startups. Business Consulting. Financial and Tax Planning.

Implementation of organizational, commercialization and marketing processes. Soflanding.

Companies: America Gis, Brain Technology, Darwoft, Woxi, Ross, Kunan, Wippie, Forze, Vectus, Liricus, Latinframe

In Company Exporter Development Program - ProCórdoba Agency (August 2022 - October 2022)

Position: Technical Consultant

Activity: Support and advice to companies in the pet accessories industry in the development of their Export process. Diagnosis of export potential. Implementation of action plan and improvements. Analysis and definition of markets.

Definition and implementation of export plan.

Company: Bark

Strategic Services Internationalization Program - ProCórdoba Agency (May 2022- Present)

Position: Technical Consultant

Activity: Support and advice to companies in the Software industry within the framework of the Export Development Program. Diagnosis of export potential. Implementation of action plan and improvements. Analysis and definition of markets. Definition and implementation of export plan.

Companies: Oliver, Qubik

In Company Exporter Development Program - ProCórdoba Agency (June 2021-May 2022)

Position: Technical Consultant

Activity: Support and advice to Text industry companies in the development of their Export process. Diagnosis of export potential. Implementation of action plan and improvements. Analysis and definition of markets. Definition and implementation of export plan.

Company: Heybon

Health Sector Export Development Program - ProCórdoba Agency (June 2021 – May 2022)

Position: Technical Consultant

Activity: Support and advice to companies in the Health industry within the framework of the Export Development Program. Diagnosis of export potential. Implementation of action plan and improvements. Analysis and definition of markets. Definition and implementation of export plan.

Company: Okane

Software and Computer Services Exporter Development Program - ProCórdoba Agency (May 2021- Current)

Position: Technical Consultant

Activity: Support and advice to companies in the Software industry within the framework of the Export Development Program. Diagnosis of export potential. Implementation of action plan and improvements. Analysis and definition of markets. Definition and implementation of export plan.

Companies: Darwoft, Bitlogic, Woxi.

Federal Technical Assistance Program for Exporting Companies - Argentine Investment and International Trade Agency (October 2020 – September 2021)

Position: Technical Consultant

Activity: Support and advice to companies in the Software and Audiovisual Services industry within the framework of the Export Development Program. Diagnosis of export potential. Implementation of action plan and improvements. Analysis and definition of markets. Definition and implementation of export plan.

Companies: Sooft Technology, Elite IT, Twins Latin Films, Tres Mares Productora.

360 Comex (August 2018 – Present)

Position: Founder/CEO

Activity: We are a consulting firm for companies specialized in Foreign Trade. We offer action for those companies that are looking to take the first steps in the import or export of goods. We offer optimization for those who are already doing it and are looking to take the leap to the next level.

Services we provide: Project development and feasibility analysis, Project management for third parties, Advice and procedures.

CEPER COMPANY (August 2018- February 2019)

Position: Partner / Managing Director

Activity: Development of clients and suppliers from Argentina, Brazil, the Middle East and Asia for intermediation in the purchase and sale of commodities.

COMPRANDOENGRUPO.NET SA (September 2014- August 2018)

Position: Operations Manager

Activity: Management of a bicultural Argentine-Chinese team. Defining processes, KPIs and analysis in the development of new products, marketing, international purchasing, commercialization and national and international logistics. Negotiation with national and international suppliers.

Implementation of ISO 9001 Standards.

Position: General Manager

Activity: General and comprehensive management of the Start Up. Definition of tactical objectives. Coordination of areas and team management. Negotiation.

Pacharoni Kazuf Ramia & Salde Studio (October 2007- August 2014)

Position: Accounting Area Partner

Activity: Administrative, Financial, Accounting, Tax and Labor Process Advice to SMEs. Audits. Societies. Organizational reengineering. Official Accounting Expert of the Province of Córdoba and Accounting Expert on behalf.

Quadri y Asociados Labor Tax Study (August 2006 – April 2009)

Position: Semi Senior / Senior Assistant

Activity: Administrative Tasks, Accounting and Balance Sheets, Tax Settlement, Salary Settlement, Client Advice.

Belmaña Financial Economic Study (March 2005 – August 2006)

Position: Junior Assistant

Activity: Administrative Tasks, Preparation of EECC, Investment Projects and File of Suppliers, Contests and Bankruptcies.