

Roberto REYES

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Professional backgrounds

2012-2013: **international consultant & Project Manager.** *Freelance, Europe West-East, Russia, Africa, Asia and Latin America.*

Responsibilities: Creating projects for the installation of industrial structure for aquaculture production farms, "on" and "offshore". Conditioning, packaging seafood, and business Import-export, Business Engineering & World Economic Intelligence. Project's analysis to technical and financial feasibility. Detection of critical points.

2009-2011: **Projects Manager Engineer.**
SINAY Ltd. Marine Engineering Offshore. France, West & East Europe, Africa & Asia.

Responsibilities: Project negotiation, Financial evaluation, management and monitoring of projects. Management of Technical team. Creating and Implementation to plans for marine industrial exploitation. Coordination of assessment for Industrial exploitation of aquaculture, transport, fisheries, Oil-gas, new energy and military activities.

2006-2008: **Commercial Director & Projects Manager.**
Industrial Engineering and Aquaculture activities. LCB Ltd., Consulting & Services. West-East Europe and Africa.

Responsibilities: Creating projects, technical and financial evaluation for feasibility. Detection of critical points. Management technical's teams, Replies tenders. International negotiation and representation of company in international events.

2005: **International business Director.**
"Les Pêcheurs d'Island" LTD, Conditioning of seafood products, Import-Export Europe, Africa and Asia.

Responsibilities: Management of commercial team, installing production line for conditioning & packing products. Monitoring and control of production's plan. Creating commercial plan & client's portfolio, negotiation B to B, Export & logistic supervision. International negotiations & representation in events.

2000-2004: **Teacher's University.**
Masters II: Faculty of International Affairs, Le Havre University. LEA, Rouen University, and ELE, Technologies Compiègne University.

Responsibilities: Management of complex projects teachings, Cooperation and association inter-enterprises. International trade & Intercultural negotiations. Language, Hispanic culture and civilization. Analysis of Latin American markets.

Project Manager

Marine Technology Engineer

International Mobility



Areas of Expertise

International Business Engineering:

- Creation and implementation of production sites
- Prospecting and detection of business opportunities,
- International Market Research,
- International Trade and negotiation,
- Economic Monitoring (legal and technical),
- Research and synthesis of information
- Development of international commercial networks,
- Development of customer portfolio (Industrials, BMS, wholesalers and distributors),
- Development and implementation of commercial policy, marketing and Advertising

Marine Industry:

- Engineering and construction offshore,
- Aquaculture technology and fishing,
- Management of production systems.
- Geophysical and geotechnical assessment,,
- Chemistry and water quality engineering,
- Methods, production control systems and certification (Quality, Lean, 5S, SHQE, ISO9001, HACCP, ISO14000).
- Testing and systematic work in experimental areas
- Audit and evaluation of aquaculture sectors & fishing,
- Processing engineering seafood,
- Law, economy & politics of aquaculture & fishing,
- sustainable management of aquatics resources,
- Modeling systems,
- Expérimental Protocol definitions,
- Operational monitoring of marine resources,
- Analysis and monitoring of statistical information..

Managerial:

- Management of complex projects
- Operating direction of sites,
- Entreprises management,
- Management of multi-disciplinary technical teams,
- Management of public and private records
- Conflict's Management,
- Training of technical staff.

Technology et systems:

- Methodology and standardization of Industrial production,
- R & D management and quality control.
- Scientific development of study protocols,
- Methodology for process of complex projects.
- Mastery of equipment, tools, scientific and laboratory techniques,
- Development and mastering software for statistical data processing, mapping (GIS) modeling and support industrial production SOA and CAPM.

1992-1999: Business & Operating Manager:

E & R SA, International Consulting, Marine Engineering, Oil and gas, México and Latin America.

Responsibilities: Commercial relations and negotiation projects, Engineer management of complex projects. Direction and coordination of civil-hydraulic offshore construction. Monitoring and control's operation of projects. Calculations and application of operating budgets. Management and coordination of the technical staff.

1992-1995 Project Manager Engineer

Oceanographic Engineering and Petroleum Mexicans in association with Warren George, Pelagos Coop. & Oceaneering Corp. Marine Engineering: Geophysical and geotechnical assessments, GPS, construction and maintenance of oil drilling platforms and pipelines. Campeche México.

Responsibilities: Management of complex projects. Direction and coordination offshore for assessment, construction & maintenance oil platforms and pipelines. Monitoring and control of project's operations. Calculations and application of operating budgets & timing. Management and coordination of the technical staff and subcontracted companies engineering.

1985-1992: Project's Coordinator Engineer.

Aquaculture, fisheries and environmental protection Ministry. Mexico and Latin American

Missions: Creating projects. Technical and financial feasibility, Coordination of construction engineering on and offshore. Technological coordination and monitoring for fish farms complete cycle. Analyzes and assessment of water's qualities (marine and fresh water). Implementation for protection environmental programs. Managing & Staff training.

Secteurs of activity

- Private and public.
- Industrial Aquaculture production
- Valuation, processing & marketing of seafood
- International Business Engineering,
- Impact's assessments & Water Engineering
- Offshore Construction Engineering,
- Exploration and exploitation Oil
- Ports and maritime transport engineering.

Industrial and public relations ships:

- Representation in national and international committees and governmental and/or professional organizations,
- Development of influences networks,
- Technical & Scientific Communication
- Disclosure of scientific and technological information,
- Organization of symposium, exhibitions and seminars,
- International technology relations ships,
- Organizing of meetings for projects evaluations,
- Training and transmission technology.
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Linguistic:

- **English:** Good level + technical
- **French** Fluent + technical
- **Spanish:** Fluent + Technical
- **Italian:** Good knowledge
- **Portuguese:** Good knowledge
- **Russian:** knowledge

Environment

- Methodological development of management tools,
- Impact assessment on marine environment,
- Programs creating for environmental protection.
- Conduct systematic works in experimental fields to continuous assessment.
- Drafting documents and creation of control programs,
- Studies of dynamics parametric variability.
- Establishment of mechanisms for consultation and help in decision-making,
- Integration tools of management.

FORMATION

2000-2001: **Continuous Formation 3th**, Leadership and management of complex projects & International cooperation. – *Post Graduate School, Technology and Humanities Sciences Department, Royallieu Research Centre, Compiègne Technology University (UTC) France.*

1982-1987: **Marine Production Engineer** (Aquaculture, Fishing & environment). – *Technological Institut of the Sea, Veracruz, Mexique.*

1979-1982: **Technician in Fishing, Marine Sciences & Environment.** (Bac-S/BTS). *Centre for Scientific and Technological Studies of the Sea, Veracruz, Mexico.*

1987-2013 **International Engineering Training:** *various courses in Marine Technology Engineering, Business Engineering, World Economic Intelligence and Managing: America, Europe and Asia.*

HOBBIES

Aquatiques sports, géopolitic, photo, cinéma, tennis, golf, travelling, langages, culture et civilisations.