

JULIO M. DAVILA

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SUMMARY:

BS/Finance, MBA (Master of Business Administration), PMP (Project Management Professional), Marketing Analytics, Bilingual English/Spanish, and 20+ years of Business Management with International experience.

EDUCATION:

Rutgers University Newark, New Jersey USA – Graduated in 2002
M.B.A. (Master in Business Administration) – Earned an MBA degree with concentration in Operations and Supply Chain Management.

New Jersey City University Jersey City, New Jersey USA – Graduated in 1998
B.S. (Bachelor of Science in Business Administration) – Earned a B.S. degree in Business Administration with specialization in Finance. Honored with a membership of the Delta-Mu-Delta National Honor Society in Business Administration in recognition of high scholastic attainment

PROFESSIONAL TRAINING:

Project Management Institute (PMI) New York City, NY USA - 2014
Project Management MBA: Training on key techniques for Project Management using keen business-savvy insights and risk/financial/decision analysis.

Pontificia Universidad Católica del Ecuador (PUCE) Quito, PI Ecuador - 2006
Implementation and Quality Management with ISO Norms: Post-Graduate professional training in quality and productivity, based in the implementation of quality systems using the ISO Norms

University Consortium (Harvard University, MIT, Tufts University) Cambridge, MA USA - 2005
Program on Negotiation for Senior Executives: Practical training on techniques of productive negotiation and conflict management.

The Chubb Institute Jersey City, NY USA - 1993
Computer Operations: Earned a diploma with hands-on training on Personal Computers, IBM mainframes and IBM-AS/400 computers

CERTIFICATIONS:

PMP (Project Management Professional) – ID #1472252
CCR cycle: 08 Dec 2011 - 07 Dec, 2017
Certification granted by the Project Management Institute (USA)

ISO 9000 – Auditor Leader of Quality Management Systems
Certification granted by INCOTEC (Ecuador)

SKILLS & TECHNICAL SUMMARY:

Hardware: IBM AS/400, IBM4381 mainframe, personal computers and office devices.

Software: MS-Windows XP/v7/v8/v10, AS/400, Accounting WIZ, Peachtree Accounting, Quicken, Oracle Crystal Ball, MS- Office 365 and previous versions (Excel, Access, Word, PowerPoint, Publisher, Outlook, Note), MS-Visio, MS-FrontPage, MS-Project, Act CRM, MS-SQL Server Management Studio.

Languages:

- Fluent in English and Spanish
- Conversational Portuguese.

REFERENCES:

Available upon request

PROFESSIONAL EXPERIENCE:

Marketing Analytics, Manager | Asurion Insurance Services Inc.

Bridgewater, NJ USA: 2018-Current

- Develop, implement, and perform financial and mathematical modeling on the effects of new initiatives before they are implemented in order to optimize the impact to the business which help identify areas to improve performance of key drivers.
- Serve as subject matter expert in analytics and support projects that directly impact financial performance.
- Analyze subscriber metrics and identify statically significant cause-and-effect relationships between key business drivers while working with partners to secure new sources of program data.
- Provide Business Intelligence and Analytical expertise for developing reports and creating dashboards that help over 50+ Managers/Directors/VPGMs keeping on the strategies and goals.
- Identify and report on key drivers of subscriber growth as well as support the development of KPIs reporting.
- Provide with the data and analysis to VPGMs for Board presentations.

Program Management, MXO Manager | Asurion Insurance Services Inc.

Bridgewater, NJ USA: 2016-2018

- Worked with cross-functional teams from Program Management, Finance, Supply Chain, and Client Services to drive initiatives.
- Interacted with the PM team to address ad-hoc questions/issues and resolved Client concerns regarding the program.
- Analyzed many processes in place to build analytical models used by partners in Program Management and other business units.
- Partnered with other Program Management members developing analysis, reporting, forecasts and recommendations for program improvements.

Project Management Consultant | Proyecing S.A.

Guayaquil, GU Ecuador: 2011-2016

- Performed Risk/Decision and Cost/Benefit analysis.
- Planned, developed, directed, executed, and controlled projects.
- Managed Automation and Environmental Projects in all phases (Initiation, Planning, Executing, Monitoring/Control, and Closing) as well as followed up on the implementation.
- Designed logistics processes to improve efficiency of projects.
- Measured and analyzed metrics to assure meeting deadlines with approved resources.
- Assisted General Management with projects' issues and business-related tasks.

Regional Director Latin America & The Caribbean | DAVGO International

Quito, PI Ecuador: 2004-2016

- Prepared strategic and contingency plans to guide long-term business planning/development.
- Developed control mechanisms to measure returns and executed programs to ensure objectives.
- Identified business opportunities by analyzing cost savings and assuring improvement.
- Managed and developed key accounts in Latin America and The Caribbean; and negotiated contracts and agreements with customers.
- Developed and implemented annual business plans and prepared Sales/Marketing strategies for the region by ensuring consistency on the execution of sales to meet forecasted goals.

Regional Manager Latin America & The Caribbean | Noritake Co., Inc.

Fair Lawn, NJ USA: 1999-2004

- Managed the regional sales of Tabletop products in Latin America and The Caribbean.
- Managed the distribution channels relations with Distributors, Agents, and Retailers in all Latin American countries; and supervised the internal processes for proper handling of sales.
- Responsible for all customer relations, and negotiated contracts with key accounts.
- Contributed in the development of new products for new business opportunities and evaluated associated progress and performance.
- Prepared sales forecasts and analyzed/monitored sales data for the region.

International Sales Administrator | Concord Fabrics, Inc.

New York, NY USA: 1997-1999

- Responsibilities included handling all export procedures and documentation, letters of credit, track of inventory and international client relations.
- Coordinated the logistics, and managed/monitored key accounts in Latin America.
- Successfully interfaced with internal and external customers as well as with service providers.
- Qualified and selected proper freight forwarding services customized to the customer's needs.