

JAIRO A. RODRÍGUEZ C.

Summary

Bachelor's Degree in Metallurgical Engineering with over 28 years of experience in Sales and Technical Assistance of Raw Materials, Refractories for Induction Furnaces, Binders, Refractory Coatings, Fluxes, Graphite and Silicon Carbide Crucibles, Steel Shot, Continuous Mixers for Sand No-Bake System, Green Sand Mixer Control Systems, Continuous Moulding Machines, Thermocouples, Measurement Temperature Equipment and other equipment and products for Foundries and Steel Mills. Extensive knowledge of these markets in Latin America. Fluent in Spanish, English, and Portuguese, some skills in French.

PROFESSIONAL EXPERIENCE:

INDUSTRIAL TECHNOLOGIES LLC. (USA) CEO. February 2012 – Present

Founder, Owner, responsible to start up the company, made Customer's Data Base in Latin America to supply new and used equipment and raw materials for Foundries and Steel Mills, increasing sales year by year.

INDUSTRIAL TECHNOLOGIES S.A. – INDUTECSA - General Manager February 2008 – Present

Founder, Owner, responsible to start up the company, made Customer's Data Base in Colombia to supply new and used equipment and raw materials for Foundries and Steel Mills, increasing sales year by year. Got new representations for sales like Inductotherm, Tinker Omega, Finite Solutions, Tecnofund, CyM Materiales, Cecomatec, V-Smart.

Nuevos Recursos Ltda - General Manager February 1996 – February 2007 (11 Years)

Founder, Owner, responsible to start up the company, made Customer's Data Base in Colombia to attend market for NDT, Coating Inspection, Material Testing, Foundry and Steel Mills, increasing sales year by year. Got representations like DeFelsko, Dakota Ultraasonics, Arrow Tech, Gal Gage, and others.

Marora Internacional Ltda - General Manager February 1997 – October 2002 (5 ½ years)

Founder, Owner, responsible to start up the company, made Customer's Data Base in Colombia to attend market for Foundries; developed and implemented new products and equipment in the market, trained customers to use them, got new representations for the Company from different countries like United States Germany, Brazil, Italy, increased sales each year in 17%, close relationship with customers, training for Sales Engineers

OTHER EXPERIENCE:

Worked in other companies as Sales Engineer for Equipment, Consumables and Raw Materials for Steel Mills and Foundries; also, in sales for NDT & Quality Control Equipment and supplies.

In addition worked as Foundry Engineer for Military Industry and NDT Engineer in Pipe Line Construction.

EDUCATION:

Major: Bachelor's Degree in Metallurgical Engineering, Universidad Pedagogica y Tecnologica de Colombia (UPTC), Tunja, Colombia (1985).

Homologated by WES (World Education Service, Inc) in the USA, July 31, 2002 (Ref # 448765/ah).

MBA: International Master in Business Administration and Business Management, Universidad Camilo Jose Cela, Madrid, España (2015).

SELF DEVELOPMENT AND TRAINING:

Sales Conference and Training in Refractories for Induction Furnaces, Allied Mineral Products, Inc. Columbus, OH (1995)

Training in Handling, Manipulation and manufacturing process for Graphite and Silicon Carbide Crucibles, Vesuvius, Buffalo, NY. (1995).

Sales Conference and Training in Steel Shot Machines, Talleres Alju. Bilbao, Spain (1995).

Training in handling Coating Thickness Gauges, DeFelsko Corporation, Atlanta, GA (1997).

Sales Conference and Training in Binders, Coatings, Ashland Chemical. Dublin, OH (1997).

Training in handling for Holiday Detectors, Spy, Houston, TX (1999).

Sales Efficiency, Bogota D.C., Colombia (2001).

Training and Sales Conference in Computed and Digital Radiography, Carestream, USA (2006)

Training in Sales and Operation in Molding Equipment (No Bake System) for Foundries, Tinker Omega Manufacturing, LLC, USA (2011)

Training in X-Ray Equipment, ICM, Belgium (2012)

Training in Computed and Digital Radiography, DURR, Germany (2012)

Training in Sales, Operation and Maintenance in Induction Furnaces for Melting, Inductotherm, Brasil (2012)

Training and Sales Conference in Computed and Digital Radiography, DURR, Germany (2013)

Training and Sales Conference in Equipment for Foundries, Paar Steel. Delhi, India (2015)

Training and Sales Conference in Equipment for Material Testing, Time Group. Beijing, China (2015)