

Federico Bianchi

Sales Manager Argentina

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Summary

I am a very committed and analytical person, with high capacity for planning and negotiation in demanding environments.

My passion is to turn challenges into reality.

Experience

Sales Manager - Argentina at Nordex / Acciona Windpower

diciembre de 2016 - Present

Planning and Control Manager at Bayer

octubre de 2014 - noviembre de 2016 (2 años 1 mes)

Direction at ISAWWE

noviembre de 2012 - marzo de 2015 (2 años 4 meses)

ISAWWE (International Student Association of Wind Energy), is a global youth organisation established to unite students around the world with an interest in wind energy.

Working since the beginning of the organization in Argentina I was in charge of developing agreements between universities, organizations or companies in order to promote and develop the wind energy market in Argentina and the region.

Member of the Executive Committee - Engineering 2014 – Latin America and Caribbean Congress

julio de 2013 - diciembre de 2014 (1 año 5 meses)

The conference is driven by the Argentine Center of Engineers. The goal of the congress is to identify and locate the greatest future potentialities in South America, in order to maintain long term growth, within an uncertain global context.

As member of the executive committee I'm in charge of defining goals with the rest members of the committee and to work within companies and authorities in order to impulse the congress and achieve those goals.

Business Development Manager Uruguay at IMPSA Industrias Metalúrgicas Pescarmona S.A

septiembre de 2011 - octubre de 2014 (3 años 1 mes)

IMPESA Group is a Latin American company with more than 100 years of history. Through its business units, it has an important presence in the engineering and renewable energy industry.

Directly reporting to the Business Development Manager for Latin America I'm in charge of developing wind energy projects in Uruguay with the following responsibilities:

- Forge relationships with potential clients & governments.
- Participate in public energy tenders.
- Preparation of commercial offers including cost analysis & pricing strategy.
- Negotiation of business and contract terms.
- Project Finance (local, international & multilateral banks).
- Active participation in wind energy events.

In addition I also have a broad development pipeline of wind projects in Argentina.

Brand Assistant at Arcor SAIC

agosto de 2010 - septiembre de 2011 (1 año 1 mes)

Arcor Group is an Argentine leader food company that has consolidated itself in the international market and its brands are present in more than 120 countries of the 5 continents. Arcor is known as the largest candy maker in the world.

Reporting to the Brand Manager for Filled Biscuits Brands my responsibilities were:

- Support brand manager in launching new brands in new markets.
- Create successful strategies for business expansion and portfolio optimization.
- Control and follow up of marketing budget.
- Analysis of product's performance.
- Analysis and definition of sales forecast.
- Active participation in the creation of the Strategic Marketing Plan 2010-2015: definition of product launches plan and projections of sales volume.
- I was designated responsible for carrying out the largest marketing promotional campaign by Arcor.

Trainee at Arcor SAIC

julio de 2009 - julio de 2010 (1 año)

Education

Pontificia Universidad Católica Argentina 'Santa María de los Buenos Aires'

Industrial Engineer, Ingeniería industrial, 2005 - 2010

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[Contact Federico on LinkedIn](#)