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| Marcos Hissaki Hino  Business Director / Business Consultant |
| **PROFILE .**   * 36 years of experience in the Chemical market, bringing valuable industry experience and passion for management. * Results-oriented with a proven track record of improving a company´s market position and maximizing financial growth opportunities. * Experience working directly with customers to ensure all project objectives are achieved and met within scope and budget. * Motivated professional with strengths in supervising employees and promoting great customer services. * The strong customers relationships are priority. * Adept at all aspects of project management, including planning, budget management and coordinating all working parts of a project. |

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| **DETAILS .**  **ADDRESS**  Rua Emiliano Perneta 860 – 1104  Curitiba – 80420-080 – Brazil  **PHONE**  +55 41 98836-4877  +55 41 99253-7077  **EMAIL**  [mhhino21@gmail.com](mailto:mhhino21@gmail.com)  [marcos@marcoshino.com.br](mailto:marcos@marcoshino.com.br)  **DATE OF BIRTH**  08/21/1960  **NATIONALITY**  Brazilian. |  | **EMPLOYMENT HISTORY .**  **LatAm Commercial Director – at Hexion Chemical – Curitiba – Paraná**  Mar 1982 – Dec 2018  **Capabilities:**  - Management for Sales, Technical Service, Research and Development, and Customer Service,  - To manage the prices policies keeping the competitive and margins increasing.  - To keep the focus on the increasing market share. In 2016 it was achieved at 70%  - To report Monthly the business results and strategies to the board.  - Updating of a market intelligence to supply information to define purchasing and sales strategy.  - Negotiation and renew the contracts with main customers.  - Total integration with all company departments.  - Prepared detailed reports, proposals, and recommendations for sales and marketing teams.  - Attended and participated in staff meetings regarding marketing goals and strategies. | |
| **LINKEDIN** @marcoshhinoSKILLS . - Sales Strategies ++++  - Ability to Work Under Pressure ++++  - Communications ++++  - Leadership ++++  - Problem Solving Skills ++++  - Team work. ++++  **LANGUAGES .**  - Portuguese ++++  - English +++  - Spanish ++ |  | **Business Consultant at Marcos Hino – Agency.**  Mar 2019 – Present.  - The construction of new strategic plans.  - Developed a comprehensive business plan that secured funding for a new product launch.  - Conducted a competitive analysis to identify areas of opportunity and develop a plan to capitalize on them.  - Developed and implemented an organizational strategy to improve operational efficiency and reduce costs.  - Coaching and mentoring for executives, careers, behaviors, and leadership.  - Sales and corporative/team relationship training. | |
|  | **EDUCATION .**  **- Bachelor’s in law – Curitiba Colleges – Curitiba – Brazil**  Mar 1980 – Nov 1985  - **Postgraduate in Strategic Management People, Leadership and Coaching at Descomplica Colleges – Curitiba – Brazil**  Mar 2022 – Sep 2023  - **Postgraduate degree in Mediation and Conflict Conciliation at UniFAHE Colleges – Curitiba – Brazil**  Dec 2022 – Sep 2023.  **REFERENCES .**  - Alexandre Castanho – VP Hexion Chemical – LatAM –  +55-41-98805-4313  - Cicero Luis Ferreira da Silva – former VP Hexion Chemical –  +55-41-98836-4865  - Adroaldo Carvalho – Operational Director – GPC Chemical –  +55-41-99953-0168 |  |
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