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| Marcos Hissaki HinoBusiness 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 – 1104Curitiba – 80420-080 – Brazil**PHONE**+55 41 98836-4877+55 41 99253-7077**EMAIL**mhhino21@gmail.commarcos@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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