



Antonio Toro

Electronic Engineer

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Valencia, Venezuela

RESUME

Sales Manager of infrastructure material supplies – 13 years of Experience
Industrial Project Engineer (Manufacturing and Oil) – 11 years of Experience
AUTOCAD Draftsman of Civil Works – 4 years of Experience
Freelance Web Project Programmer – 2 years of Experience
Spanish – English – French – Portuguese

PROFILE

Thirteen (13) years in the commercial and technical management for pipe and fitting supplies made of High-Density Polyethylene (HDPE), PVC, and Carbon Steel to build infrastructures. Calculation and supervision of heat fusion welding services for HDPE pipes and fittings. Execution of medium-sized civil works for commercial premises and housing remodeling. Five (5) years in multidisciplinary project execution, supervision, control, and commissioning for the manufacturing industry sector. Over six (6) years in management, sales, design, configuration, installation, commissioning, maintenance, and documentation of industrial process automation projects based on SCADA and PLC systems.

Project administrative management, and personnel and contractor supervision. Use of office packages: Microsoft Office (Word, Excel, Access, and PowerPoint), Microsoft Project, and SAP. Drawings in AUTOCAD of architectural, structural, mechanical, electrical, and instrumentation details.

Website design with HTML5, CSS3, JavaScript, PHP, and MySQL. ARDUINO board or controller programming for university lab projects. College advisor in maths, physics, and electronics. Network connection configuration for Microsoft Windows. Advanced English, intermediate French, and conversational Portuguese.

EDUCATION

Electronic Engineer – 1/1998
Instituto Universitario Politécnico Santiago Mariño.
Valencia, Venezuela.

Electronic Technician – 7/1990
Escuela Técnica Industrial Joaquín Avellán.
Maracay, Venezuela.

WORK EXPERIENCE

IMPOSERVICIO VALENCIA, C.A. (2015)

A.C. IMPOSERVICIO VALENCIA, R.L. (2008)

2008 – 2021. Valencia – Venezuela

Sales Manager

- Responsible for the commercial and technical management to supply pipes and fittings made of High-Density Polyethylene (HDPE), PVC, and Carbon Steel aims to infrastructure constructions of aqueducts, drains, gas, subducts for fiber optics, electrical installations and irrigation systems. **Average annual sales USD 300,000 / 2011-2017.** Also responsible for administrative management (invoices, collections, suppliers, credits, banks and wages) and supervision of all personnel.
- In charge of the calculation and supervision of heat fusion welding services of over 100 km HDPE pipes and fittings, and the execution of some medium-sized civil works for commercial premises and housing remodeling of public and private dependencies.
- Managed the sales as an authorized representative of **Meerut Microsystems enterprise from India** to trade its laser guide light electronic devices to build tires in the whole Latin America region and part of Europe. 2008-2010.

BRIDGESTONE FIRESTONE VENEZOLANA, C.A.

3/2003 – 10/2007. Valencia – Venezuela

Project Engineer

- Developed and supervised multidisciplinary projects for the plant expansion plan, with the purpose of increasing the production from 9,000 tires per day to 13,500. These projects consisted of: development of infrastructure civil works, assembly and commissioning of new production machines, electrical installations, industrial control and automation, process layout improvement. In charge of the study and financial control of plant capital investment, which was defined for the period 2003-2008 in **over 50 million US dollars**. Also managed and supervised domestic and international contractors (USA, Japan and China). Works and production machine installation 100% executed and operational.

IDOM, C.A. – Spanish subsidiary

7/2002 – 1/2003 Valencia – Venezuela

Project Engineer

- Developed the instrumentation detailed engineering for the Catalyst Emissions Reduction Project, and the detailed engineering of the instrumentation and RTU's arrangement for the DCS ABB MOD 300 of the Operational Reliability Improvement Project, both projects at the FCC Unit of the Puerto La Cruz Refinery, PDVSA.

GTME DE VENEZUELA, S.A. – French subsidiary

11/1998 - 10/2001. Valencia – Venezuela

Automation Engineer

- In charge of the technical and commercial assistance for the opening of new automation projects in the central region of the country (Aragua, Carabobo, Cojedes, and Lara) based on Intellution's products (FIX32, iFix, iBatch, iWebServer, iClient Terminal Server, VisiconX), PLC of the most recognized brands and industrial PCs. Also responsible for the technical support of the SCADA system FIX32 and iFix installed in this region.

J.G. SISTEMAS, C.A.

9/1997 - 10/1998. Maracay – Venezuela

Project Engineer

- Responsible for the industrial automation project for the development, programming, configuration and modification of the man/machine interface in the XYCOM and FACTORYLINK consoles of the PDVSA Fuel and Polyduct Distribution Plants in the Capital Region.

PROYTEK, S.A.

4/1996 - 9/1997. Maracay – Venezuela

Project Engineer

- Developed and programmed several applications based on the SCADA FACTORYLINK system for certain PDVSA's projects in Maracaibo, Lagunillas, Bachaquero Punto Fijo and Maturín.

FREELANCE

01/1995 - 03/1996. Valencia – Venezuela

AUTOCAD Senior Draftsman

- Developed and programmed a code in AutoLisp to automate the survey of topographic profiles for the PROMUEBA Project that managed the rainwater drainage study in the neighborhoods of the southern zone of Valencia city. Approximate study area 40 Km² (10,000 acres).

G.A. & E.B. Arquitectos Consultores

11/1991 - 12/1994. Valencia – Venezuela

CAD Dpt. Director

- Led the CAD Department team to develop civil construction projects for the real estate and logistics sector in AUTOCAD with all their architectural and structural details, sanitary and electrical installations, fire-fighting systems, ducts and air conditioning units, topographic surveys and profiles, roads and drains, descriptive memory and metric calculations. Executed projects for the construction of housings, residential complexes, buildings, tourist complexes and hotels, warehouses, and improvement of road drainage. Programmed routines in AutoLisp to speed up the production of drawings in AUTOCAD.

CERTIFICATIONS AND TRAINING

- Complete Web Development with HTML5, CSS3, JS, AJAX, PHP and MySQL – (UDEMY – 2021)
- Français Niveau B1 – (Alliance Française de Valencia, Venezuela – 2017/2019)
- Basic Japanese – (FUNDAUC – 2018)
- Accounting A2 System – (Imposervicio Valencia, C.A. – 2015)
- HDPE heat fusion welding course – (REVINCA, C.A. – 2012)
- Wastewater treatment system – (Agua Control, C.A. – 2008)
- Introduction to the Theory of Constraints (Bridgestone Firestone Venezolana C.A – 2007)
- English Higher Intermediate Level – Trinidad and Tobago (The International Language Centre – 2005)
- Management of Hazardous Substances (Bridgestone Firestone Venezolana C.A – 2005)
- Occupational Health and Safety (Bridgestone Firestone Venezolana C.A – 2005)
- First aid (Bridgestone Firestone Venezolana C.A – 2004)
- Project Cost Down (Bridgestone Firestone Brasil – 2004)
- Replacement of Halons and Selection of Alternative Fire Fighting Systems (NFPA / APICI – 2004)
- Electric Arc Welding and Flame Cutting Techniques (Bridgestone Firestone Venezolana C.A – 2004)
- English Intermediate Level – Trinidad and Tobago (The International Language Centre – 2001/2002)
- Basic INTOUCH SCADA (CAMEI Venezuela, S.A. - 2000)
- Advanced MP2 (C.A. Tabacalera Nacional - 2000)
- SOLUCION (Alimentos Kraft de Venezuela, C.A. - 2000)
- Process improvement (Alimentos Kraft de Venezuela, C.A. - 2000)
- Introduction to VisualBatch system (GTME de Venezuela - 1999)
- ISO-9000 Project management (GTME de Venezuela - 1998)
- Fix Dynamics (GTME de Venezuela - 1998)
- Elementary Visual Basic (UCV Núcleo Aragua - 1998)
- ISO-9000 Standards Seminar (Cámara Petrolera - 1997)
- Introduction to PI information system (Proytek - 1996)
- FactoryLink SCADA (Proytek - 1996)
- FactoryLink – Graphic setup (Proytek - 1996)
- AUTOCAD Ver.10 (G. A. & E. B. Arquitectos Consultores - 1991)

AWARDS

- PRESIDENT AWARD 2004 for outstanding performance in my duties during that year as Project Engineer for Bridgestone Firestone Venezolana C.A.
- Acknowledgments as Business Tutor of the national internship program of the Instituto Universitario Politécnico Santiago Mariño – 2003 and the Universidad José Antonio Páez – 2006.

MEMBERSHIPS

- Current active member of the Venezuela Engineer Association, C.I.V. No. 154.613
- Member of the Industrial Safety Brigade of Bridgestone Firestone Venezolana C.A. 2004-2007.
- Collaborator of The Instrumentation, Systems and Automation Society Venezuela. 1999-2001.

SKILLS

- Negotiation skills to reach and close agreements.
- Leadership to work as a team and achieve collective and individual goals.
- Conflict mediation and frustration management.
- Development of empathy to motivate others and promote their self-management.
- Expense control and profit optimization.
- Preparation of technical, commercial and financial presentations.
- Clear concepts of administration, cost structure, taxes, permits and logistics.