

Resume

Gutenbergstrasse 26a-9
37075 Göttingen.

Telephone.: + 49 (551) 2712117

Mobile: +49 (176) 62192612

E-mail: sergiorene@sergiorenearaujoenciso.com

B.Sc. Sergio René Araujo Enciso

Nationality: Mexican

Date of Birth: 10 September, 1977

Objective.

To develop my career on an Institution devoted to promote commercial relations within the agricultural markets. Especial interest in Bio-energy/Food Agriculture economical analysis.

Experience.

- 02/2005-03/2006 Quality Assurance Supervisor. Operadora Wal-Mart, S.R.L. de C.V.
To ensure the application of the procedures on all the process within the Distribution Centre by audits. Part of a team devoted to develop and improve Procedures for all the operational and administrative areas. Translation of International and Local Procedures.
- 03/2004-01/2005 Manager Assistant. Operadora Wal-Mart, S.R.L. de C.V.
Administrative labours. Manage reports and statistics for a Perishable Products Distribution Centre. Coordinate activities for the Managers whit vendors, and private and governmental institutions. Part of a team working in the development of a Quality Control system.
- 03/2001-01/2004 Salesperson-Clinical Nutrition. Nestlé Mexico, S.A de C. V.
Sales and promotion in Hospital with professionals related to the health, visits and sales to drug stores and clients. Negotiation of purchases whit public and private clients. Following up the clients, analysing their necessities to get a grow plan for each one.
- 10/2000-02/2001 Marketing Chief Jr. Grupo Termointustrial ECA S.A de C.V.
Market research, create and establish relation with new clients, training the sales staff, development of publishing and advertising material.

Education.

- 03/2006- present MSc. International Agribusiness. George August Göttingen Universität. Göttingen/ Universidad de Talca. Chile/Germany. Mastert Thesis topic: "*Maize Market Integration between Mexico and the USA: The implications of the Bio-ethanol prices*". Joint programme between Germany and Chile, Partial Grade: 1,7 on the German system.
- 01/2000-12/2000 Postgraduate Diploma. Statistics and Quality Control. Universidad La Salle, Mexico City. Final grade 8.88/10 on the Mexican system.
- 07/1995-12/1999 BSc. Chemistry (Food Sciences Orientation). Universidad La Salle, Mexico City. Final grade 8.84/10 on the Mexican system. Second place of my generation.

Awards

- 2006-2008 DAAD Scholarship.
- 1997-1999 Scholarship. BSc. Chemistry. Universidad La Salle-SEP.
- 10/1998 Prize CUE. BSc. Chemistry. Universidad La Salle-CUE.

Skills.

Native Spanish; fluent English (TOEFL CBT score 270/300); intermediate French and German

Advanced user of Microsoft Office (Word, Excel, Power Point, Access, Project) and Corel Draw Suite.

Statistical software: SPSS and R.

High self-motivated, proactive. Analytical and highly numerical Easiness for personal training and development. Patient. Solving problems on time and adequately.

Interest

Sports (swimming and running), scientific reading, literature and movies.