



Carlos Antonio García Uribe

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Mérida, Yucatán, México

EMPLOYMENT DETAILS

NOV 2023 –
JAN 2025

COMMERCIAL DIRECTOR Grupo Tenerife, Mérida, Yucatán

- Logistics control for domestic materials and imports.
- 15% increase in annual sales.
- Management of the Commercial and Operations teams; monitoring goals, budget, and project progress, delivery of materials, and collections. Client service for AAA clients.
- Prospecting, negotiation, and closing deals, ranging from a few thousand to 20 million pesos.
- Inventory control and general requirements, coordination with General Management and National Operations Management.

FEB 2023 –
MAR 2024

NATIONAL FACILITY MANAGER Valor Self-Storage, USA (Remote)

- 100% remote position.
- Operations management of 7 self-storage facilities, totaling 1,400 self-storage units and parking spaces.
- Boots-on-the-Ground management. Daily maintenance, overview, overlock and walkthrough of facilities. Picture and video walkthrough reports.
- Implementation of monthly KPI's from the ground up. Designed a monthly report outlining the most important metrics, both financial and related to operations to present to the owners.
- Increased revenue by 10-20% at each facility under my management by implementing better controls and processes of communications with tenants and rent collection efforts.
- Training of a new Manager to help with daily tasks.

JUN 2022 -
NOV 2022

BRAND EXPANSION MANAGER Delta Gas del Sureste, Mérida

- Developing marketing strategies, monitoring competition, performing market research, analyzing market data, and collaborating with different departments.
- Launched a telemetry project on the Internet of Things and developed a project for the opening of 5 LPG stations.
- Managed the budget and examined production pricing options with different suppliers.
- Management of LP gas import process from the US and Venezuela with a regional marketing campaign, increased sales by 15% in 6 months.

SEP 2020 -
JUN 2022

GAS PLANT GENERAL MANAGER Delta Gas, Cancún, Q. Roo

- Coordinated with the Technical team and Telesales (if requested) to ensure proposals are issued in a timely and correct manner and then to ensure that all proposals are followed up satisfactorily to convert these into orders.
- Coordination of 150 employees and 45 distribution units. Increased sales from 15 to 25 million kilos of LP gas per year.
- General budgets of \$300 million Pesos per year, 20% yearly savings.
- Execution of installation projects under NOM-001, 003, 004, and 008 of the ASEA in Gran Turismo hotels in the State of Quintana Roo.
- Management of top-tier clients including more than 50 unique 5-star properties from AM Resorts, Mayan Palace, Grupo Rosanegra Restaurants among others.

DEC 2015 -
JUL 2019

REGIONAL REAL ESTATE COORDINATOR

Liverpool, Mexico City

- Commercial management of these shopping centers: Perisur, Galerías Metepec, Tlaxcala, Mérida, La Paz, Cuernavaca, Chilpancingo, Campeche, and Monterrey.
- Management of 300+ top-tier clients, occupying 2,000 commercial spaces with an annual budget of \$1.8 billion Pesos with brands such as Ibis Hotel, H&M, Inditex, Mobo, Alsea (Starbucks, The Cheesecake Factory), Lego, West Elm, Williams Sonoma, etc.
- Construction projects to build and open stores from 500 sq ft, to 35,000 sq ft. Commercial transfers, key money, contracts, Corporate lawsuits.
- Goal-achieving the income budget for every year for all 9 Shopping Centers.

JUN 2014 -
DEC 2015

REAL ESTATE REPRESENTATIVE

Liverpool, Galerías Mérida

- Increased occupancy from 80% to 100%.
- Improved debt collection from 90% to 98% per year.
- Supervised the operation of the premises and resolution of operational contingencies.
- General management of shop-building projects.

AUG 2008 -
DEC 2013

MANAGEMENT OF CINNABON FRANCHISE

Cinnabon, Southeast México

- Opened, managed and operated 5 branches with 40 employees and distribution centers in Mérida and Cancún.
- Reduced operating costs by 20% in 6 months by implementing methods not taught by Corporate.
- Supplied and merchandised imports from the USA. Produced and controlled inventory system.

EDUCATION & COURSES

2009	Bachelor's degree in International Business Anáhuac Mayab University
2004	High School Graduate Centro Universitario Montejo
	COURSES
2017–2018	Finance in Real Estate with Dr. Jorge Castañares
2016	Liverpool Leadership
2016	Intermediate Excel
2014	Formation of Civil Protection Brigades

LANGUAGES

- Spanish – Native
- English – C2 Proficient

KEY SKILLS

<ul style="list-style-type: none">• Client Management• Remote Management• Account Acquisition & Management• Strategic Sales & Business Planning• Management of 300+ top-tier clients• Operation and cost reduction• Microsoft Office, SAP, NetSuite• Time Management• Account Management• Business Development• Brand Management• Customer Needs Assessment• Customer Satisfaction	<ul style="list-style-type: none">• Operations Management• Decision Making• Analytical And Research• Conflict Resolution• Budgeting And Scheduling• Project Management• Solutions Selling• Team Building/Leadership• Account Planning• Interpersonal and Communication• Relationship Building• Collaboration and Negotiation• Problem-Solving• Creative Thinking• Revenue Growth
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