

RESUME VITAE

DATA PERSONAL

NAME Jonathan Lopez Amezcua
 AGE 41 years (divorced with 2 children)
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TRAINING ACADEMIC

- **Graduate** Relations International University of Valley of Mexico (2006)
- **Master's degree** Relations Economic Int . and Management of the Company Global University European Spain (2008)
- **Adviser** Financial Figure 1 (Association Mexican of Intermediaries Stock Markets 2010)
- **Promoter** Kodawari Toyota Chile 2024 (Service-B&P)

PROFESSIONAL EXPERIENCE

COMPANY/ DEPARTMENT	REASON OF SERAPATION	TEMPORALITY / FUNCTIONS	GOALS ACCOMPLISHED
• TOYOTA CHILE (Chile Corporate) •After Sales Manager	Exchange program between Subaru of México and Toyota Chile, through GRUPO MITSUI	February 2024- Current • Achieve compliance with AS goals. Achieve the development of the dealer network in terms of KPIS and Improvement of customer satisfaction, CPUS and BPUS	CHILE • Dealer network 44 dealers • CPUS growth +5% vs LY • BPUS growth +2% vs LY • CSI, SSI growth +4% vs LY • Retention +80% vs LY
• SUBARU OF MEXICO (Corporate Mexico) • Dealer Development Manager • After-sales Assistant Manager	Exchange program between Subaru of Mexico and Toyota Chile, through GRUPO MITSUI	November 2018- January 2024 • Responsible for Development of the dealer network. • Ensure the profitability of the dealership. ----- • Achieve compliance with PV goals. • Achieve the development of the dealer network in terms of KPIS and Improvement of customer satisfaction.	MEXICO • Change of dealer network 13 dealers changed. • Achieve ROA recovery (65%) vs. estimate (45%) in 2.5 years. ----- • Achieve 90% SCI & SSI and NPS +85% • Average CPUS increase + 15% annually • VOR balance avg 5 veh • Absorption rate +35%
• INDUMOTOR ONE (Subaru -Toyota-Kia-BYD) (Chile-Colombia- Peru)/ •Boss of Processes and ImprovementKeep going	Return to my native country to establish myself in the same, reasons relatives. HR PAMELA CUADRA Tel: +569 (95577820)	March 2013- November 2018 •Redesign and optimization processes •Develop methodology to design and implement transformation projects and management of processes •Control of KPI'S •Control of budget •Trainer Kodawari - Kaizen -Lean	CHILE-PERU •Reduction of cycle times, reprocessing, returns and claims dent and paint (\$40,000 usd annual) •Reduction of annual losses JOB vs Real (\$60,000 usd annual)
• PLEXUS ADVISORS/ •Manager of Project	Job stability in a international company thatgenerate links trust with he employee HR LILIANA RAMIREZ Tel: +57 (629 1590)	June 2009- February 2013 •Design and implementation of strategies and solutions to through of the adequate administration of the change. Generation of clearly recognized value. •Savings and prevention specialist losses and frauds	COLOMBIA - SMILE Retail dental company , savings of \$356,000 usd . Annual (Redesign of processes of buys) PERU - LAREDO Company sugar bowl, saving of \$252,000 usd . Annual (Fuels and Energies) PERU - PEPSICO Company snacks, saving of \$566,000 usd . Annual (Distribution)

LANGUAGES

ENGLISH SPOKEN 80%, WRITTEN fifty%, LISTENED 80% / FRENCH SPOKEN 30%, WRITTEN twenty%, LISTENED 30%.

SOFTWARE

SAP, QCLICKWIEV, VISIO, OFFICE, INTERNET EXPLORER, RESTORATION OF SYSTEM OPERATIONAL WINDOWS.

COURSES ADDITIONAL

THEOLOGY (INSTITUTE AXEL ANDERSSON 500 HRS);
 INDUCTION TO TEACHING (UNAM 180 HRS).
 ISO9001-2000 (48HRS)

SALARY WANTED

\$ 4,800 - \$6,000 USD (COUPLING)