



LORENA GARNICA GARZÓN

AEROSPACE MBA | M.ENG BUSINESS
ORGANIZATION & MANAGEMENT

PROFESSIONAL PROFILE

Analytical, proactive, and a team leader with a high level of commitment and excellent communication skills focused on business management and process improvement for industrial and aerospace companies. My expertise in the aerospace market, combined with my diverse skills, such as negotiation, project management, and international negotiation, make me a valuable candidate for supply chain roles and business development positions in B2B environments.

I am fluent in English, German, and Spanish, enabling me to operate effectively in international contexts.

NACIONALITY



Spain + Colombia

CONTACT



+34-677-849-929



loregar5@gmail.com



Lorena Garnica Garzón



Seville, Spain

SKILLS

- Negotiation Skills
- Team Work
- Time Management
- Leadership
- Verbal & Written Communication
- Process Optimizations

LANGUAGE

- Spanish
- English
- German

WORK EXPERIENCE

INDAERO GRUPO EMERGY - SEVILLE, SPAIN

Commercial Business Executive (Jan 2023 - Present)

Member of the primary border directors of the company.

Involved into strategic decisions

Planning, execution and development of the commercial strategic plan.

Business development. (MRO, GSE, AGE, Interiors, Metal & Plastic Parts)

Bid management: Coordinating the budget team and approving bids.

Fairs, summits and social meetings attendance in EU + UAE + USA

Customer management

Team Leader

Business Manger (Feb 2020 - Dec 2022)

Bid management & Bidding Engineer

Purchase Orders control

Customer support and management.

Organization and attendance at trade fairs, events and conventions

Social Media responsible.

MARIO HUERTAS COTES (MHC) - BOGOTÁ D.C., COLOMBIA

Quality Engineer (Jan 2015 - Jul 2016)

Quality Control Inspector in road infrastructure projects of:

- Concrete & asphalt mixtures

- Suppliers

- Staff

- Internal processes

Internal Auditor ISO 9001 ISO/IEC 17025 OHSAS 18001

Quality engineer into the internal quality management system

Staff training on the quality management system

Member of the emergency brigade

EXPERIENCE ABOARD

2016 - 2018 Düsseldorf, Germany
- Aupair
- German Course A1-C1

SOFTWARE SKILLS

- Corel
- Autocad
- CRM (Zoho + Odoo)
- Odoo
- Office

TRAINING COURSES

(2024) Tuff Leadership Training
(2023) Negotiation and Commercial Intelligence.
(2015) Internal Auditor ISO/IEC 17025
(2014) Yellow Belt - Six Sigma

NEMA INGENIERÍA - BOGOTÁ D.C., COLOMBIA

Quality Engineer Jr. (May 2013 - Dic 2014)

Documentary control of the quality system for water and sewerage civil constructions works.
Perform quality internal audits under ISO 9001 standards.
Design of pipes in Autocad.
Internal Auditor ISO 9001
Staff training on the quality management system
Member of the emergency brigade

METALURGICA CONSTRUCEL COLOMBIA S.A. - METACOL

ISO 9001 Assistant (Jan 2012 - Sep 2012)

internal Auditor ISO 9001
Staff training on the quality management system
Perform quality internal audits under ISO 9001 standards.

Machining workshop analyst (Nov 2010 - Dic 2011)

Study of methods and times for machining and assembly of products.
Programming, monitoring and management for order fulfillment.

EDUCATION

Aerospace MBA (Ongoing)

EOI - Escuela de Organización Industrial (2023-2024) - Seville, Spain

Master of Engineering - Industrial Organization & Business Management

Universidad de Sevilla (2018-2019) - Seville, Spain

Postgraduate Diploma - Quality Management Specialist

Universidad Militar Nueva Granada (2013-2014) - Bogotá D.C., Colombia

Bachelor Degree - Industrial Engineering

Universidad Militar Nueva Granada (2007-2012) - Bogotá D.C., Colombia

HOBBIES

- Expending time with family and friends.
- Nature
- Sports: Inline Skating, Hiking, Surfing
- Travelling
- Language Exchange