

MANUEL PAULINO PATIÑO BARRANCO

Monterrey, Nuevo León. MEXICO.

PROFESSIONAL SUMMARY

I am a versatile leader with over 20 years' experience in World Class Companies., with strong skills in Operations, Production, Industrial Security, and International Business Development. International expertise in Procurement Process and Supply Chain, across multiple Domestic and International industries. Proven ability to implement best practices in challenging, fast-paced, and regulated environments through clear and consistent leadership, cross-functional communication, and complex problem solving ability, troubleshooting. Managing over 120,000 processes according Domestic and International Standards of Oil and Gas. Use and application of cutting-edge technology in the administration, monitoring and control of operational processes in real time, with the structure of World Class companies. Safety, Quality and Production. Motivated to work for goals. Each and every one of my results are constantly and permanently audited, to minimize operating costs and to implement innovative strategies to increase efficiency. All in adherence with standards of operations. International Experience in 12 countries. MEXICO in 15 States from 32. Languages: Spanish, English, Russian, German, others.

PROFESSIONAL EXPERIENCE IN WORLD CLASS COMPANIES + OTHERS

Senior International New Markets Manager.

Ago 2015 – March 2016

ARENDA / Pipeline Oil and Gas, Pipeline Construction.

Lead global strategic and tactical international procurement activities in ASIA, Europe, Canada, USA, MEXICO and LatAm, getting Business Relationship with 63 Suppliers, Most are world-class companies.

- Getting Business Relationship with three Chairmen of International Companies, from USA, from Turkey.
- Getting Business Relationship with 5 CEO's, from China, from Germany, from Spain.
- Business Relationship with Commercial Business Coordinator Government of Canada in Monterrey MEXICO.
- Support for 19 projects that exceed 50 billion USD, with procurement 20% of the critical materials. For construction of Ducts more than 2 million tons per year

Independent Advisor Master.

Jan 2014 – Ago 2015

(Oil and Gas Sector, Suppliers of PEMEX. MILITARY, AUTOMOTIVE, CEMENT, GAS). USA, Canada, México, Europe, China.

Lead international business relationship with Suppliers World Class. Procurement of Chemical Additives for Drilling Process, Throughout Southeast Mexico. Onshore and Offshore.

- Negotiations for 200 million US dollars in chemicals, with different suppliers, for example, by Baker and Hughes, USA. Lamberti USA and Brazil.
- Consulting Operational Safety Processes, Onshore and Offshore in compliance with Annex S Security Pemex, for projects over 343 million USD.
- Risk Identification Process in situ, with the methodology Total Loss Control by Frank Bird.
- Relationship with the President of the Chemistry Laboratory, Campus Tabasco UJAT for monitoring chemical processes in OIL AND GAS PEMEX.
- Projects in Military Industry, Chemical, Aerospace, Glass, Cement, Automotive, Transport, Energy Oil and Gas. Renewable energy

Unit Business Director.

Jun 2012 – Jan 2014

DRILLVER, (Oil and Gas, Drilling, Drilling and completion. Geological studies, Engineering, Logistic, Supply Chain, and Procurement Processes.). USA, Canada, México, Venezuela.

Lead the administration for studying and drilling 97 oil wells.

- Monitoring and Control Test with high-tech programs, ERP: Drillworks and Petrel.
- Managed to studies, drilling and completion of 97 oil wells, project over 120 000 processes according Standards of PEMEX.

Director of Intelligence and Liaison. Franchising.

Jan 2005 – Dec 2009

CAPMED, (Health Sector, Construction, Innovation). México, USA, Canada, Japan.

Lead 150 projects for construction of Hospitals, polyclinics and health centers High Specialty, Planning, Suppliers, Procurement, Supply Chain, Domestic and International Standards. Technological Innovation.

- Projects with a minimum investment of one million US dollars.
- Multidisciplinary project with an economic investment, over 5K MILLIONS USD.

Operation's Director.

2003

SIGNA, (Pharma, Chemical Process, Health Sector). Mexico, Canada.

Direct the operation of 6 plants Pharmaceutical Chemicals.

- Production of 36 products and 678 secondary products.
- Zero Accidents in Labor Day 3024 hours / man. 126 people In Operation 24/7.

Senior Supervisor Technical Services and Development Process.

2002

BEISA, Schering-Plough, SP. (Pharma, Chemical Process, Health Sector). México, USA, Puerto Rico.

Implement technological innovations from USA Labs, into production laboratories for organic chemistry reaction.

- A product and 36 chemical reactions, the process about 40 days.
- Implementation of the crystal chemistry and solid state physics methodology reducing costs about 7% and 9% in the sub-processes.
- Getting excellent results in national audits, FDA, Corporate SP. And MEXICO Health Sector Standards.
- Presentation of the methodology and the excellent results of solid state physics, to the Vice President of the Chemical Division of SP USA Corp.
- Implement monitoring radial and axial mixing, for the reduction about 27% of production time.
- Management of all internal and external processes of Product Quality. MSDS, FDA. Health Sector Standards.

Head of Quality Laboratory.

2001

LAFARGE CEMENTS, (Construction, Mining, Cement.). México, France.

Direct the laboratory quality tests from the mine to the finished product to the end customer.

- Over 70 chemical tests in situ, daily, applying minor chemistry methodology, in wet environment.
- Responsibility of 1100 tons of cement daily. ZERO DELAYS.

Director of Applied Technology

2000

EASA, (Oil and Gas, Environmental Sanitation, Chemical reactions, Technological Innovation). México.

Improve and implement multiple solutions in the supply chain in situ cleaning of soil and water pollution from oil drilling processes.

- Cleaning soil contaminated by oil PEMEX oil in each oil well drilling, 300 tons daily.
- Cleaning water contaminated by petroleum hydrocarbons PEMEX, in situ, 100 m³ daily.

Production Manager

Ago 1998 - Apr 1999.

POLICYD, CYDSA GROUP (NOW MEXICHEM) México.
(Chemical Process, Polymerization, Plastics, Oil and Gas)

Management and operation of the supply chain for the operation of 36 reactors for the production of PVC resins, homopolymers and copolymers.

- Production management of 450 tons of PVC resin, daily.
- Management of Recertification of ISO 9000, ISO 14000 and the Shin Go Award, the Total Excellence in Processes.
- Implementation of 14 Checklists in the records of bulk material, reducing by 67% the re-work records download.

EDUCATION AND PROFESSIONAL DEVELOPMENT

SIX SIGMA BLACK-BELT

PhD Organic Chemistry
Master of Science in Organic Chemistry.
Bachelor's Degree Chemistry.
Bachelor's Degree Physics.
Diploma in Translation
Diploma of Translator and Interpreter
Foreign Language Teacher Diploma.
Construction Technician.

Procurement Project Management Oil and Gas.

Monitoring and Control Process in Real Time.
Synthesis and Mechanism of Reactions
Chemical Industry Process and Laboratory.
Theoretical Physics.
Russian - English / English - Russian
Russian - Spanish / Spanish - Russian.
Russian. Linguistics, Grammar. Russian Slang.
Topography. Architectural Design. Costs and Budgets. C.E.C.Y.T. No. 4. Instituto Politécnico Nacional. MEXICO.

ALFRA CONSULTING (IN CURRENT PROGRESS)

Technische Universität Vom Berlin. GERMANY. Not Titled.
Kharkiv State University. UKRAINE
Kharkiv State University. UKRAINE
Kharkiv State University. UKRAINE
Kharkiv State University. UKRAINE
Kharkiv State University. UKRAINE
Kharkiv State University. UKRAINE

CURSOS INTERNOS TOMADOS EN DIFERENTES EMPRESAS. / INTERNAL COURSES IN DIFFERENT COMPANIES.

5 S's. *For Comprehensive Maintenance Work Environment.*

8 D's para la Solución de problemas. *For troubleshooting.*

Administración de Contratos PEMEX. *Administration of PEMEX's Contracts.*

Administración de Operaciones y Procesos. *Operations and Process Management.*

AMEF'S Análisis del Modo de Efecto de Falla. *Analysis mode and failure effect.*

CEREBRO, MENTE E INNOVACIÓN. *Brain, Mind and innovation.*

Clúster, Inteligencia de Negocios. *Cluster, Business Intelligence*.

Código A.S.M.E. Chapter I. *Rules for Construction of Power Boilers*.

Código A.S.M.E. Chapter IX. *Welding and Brazing Qualifications*.

Código A.S.M.E. Chapter VIII *Rules for Construction of Pressure Vessels*.

Control Total de Pérdidas. *Total Loss Control*.

Curso Básico PETREL. *Basic Course PETREL*.

DIN 30670 REVESTIMIENTOS DE DUCTOS / CAMPO MIXTO RECUBRIMIENTO EXTERNO, *PIPELINE COATINGS / EXTERNAL FIELD JOINT COATING*,

EN 166000 Gestión de la I+D+I, *Management of R + D + I*,

Fundamentos de Finanzas Corporativas. *Fundamentals of Corporate Finance*

GMP's CFE. Buenas Prácticas de Manufactura. *Good Manufacturing Practice CFE*.

GMP's PEMEX. Buenas Prácticas de Manufactura. *Good Manufacturing Practice. PEMEX*.

Instrumentación. *Instrumentation*.

Inteligencia Competitiva en Los Negocios. *Competitive Intelligence in Business*.

ISO / TS 16949 Enfoque a la Industria Automotriz. *Focus on the Automotive Industry*.

ISO 11961:2008 *PETROLEUM AND GAS NATURAL INDUSTRIES - STEEL DRILL PIPE*

ISO 10474 *Steel and Steel Products – Inspection Documents*.

ISO 13623:2009 *Petroleum and natural gas industries — Pipeline transportation systems*

ISO 14000 Enfoque a Impacto Ambiental. *Focus on Environmental Impact*.

ISO 15156-1 *Petroleum and natural gas industries. Materials for use in H₂S-containing. Environments in oil and gas production*.

ISO 15156-2 *Petroleum and natural gas industries — Materials for use in H₂S-containing environments in oil and gas production — Part 2: Cracking-resistant carbon and low-alloy steels, and the use of cast irons*.

ISO 15548-1 Pruebas no Destructivas. *Non-Destructive Testing*.

ISO 15848 *Industrial valves — Measurement, test and qualification procedures for fugitive emissions*.

ISO 17020 Inspección Industrial. UNE-EN ISO/IEC 17020. *Industrial Inspection*.

ISO 17025 Enfoque a Laboratorios de Prueba. *Focus on testing laboratorios*.

ISO 18000 Enfoque a Seguridad e Higiene Industrial. *Focus on Occupational Health and Safety Assessment Series*.

ISO 21500 Gestión de Proyectos *Project's Management*.

ISO 21809-1:2011 Industrias del petróleo y gas natural - revestimientos externos de tuberías enterradas o sumergidas utilizadas en los sistemas de transporte por oleoductos - Parte 1: revestimientos de poliolefina (3-capa de PE y 3 capas PP). *Petroleum and natural gas industries -- External coatings for buried or submerged pipelines used in pipeline transportation systems -- Part 1: Polyolefin coatings (3-layer PE and 3-layer PP)*

ISO 21809-2:2014 Industrias del petróleo y gas natural - revestimientos externos de tuberías enterradas o sumergidas utilizadas en los sistemas de transporte por oleoductos - Parte 2: revestimientos epoxi adherido por fusión. *Petroleum and natural gas industries — External coatings for buried or submerged pipelines used in pipeline transportation systems — Part 2: Fusion-bonded epoxy coatings*.

ISO 27001 Sistemas de la Seguridad de la Información. *Save Information System*

ISO 31000 Gestión de Riesgos. *Management of Risks*.

ISO 3183-2012. *Petroleum and natural gas industries -- Steel pipe for pipeline transportation systems*.

ISO 3834 Requisitos de calidad para el soldeo por fusión de materiales metálicos. *Quality requirements for fusion welding of metallic materials*

ISO 9000 Enfoque a Procesos. *Focus on Processes*.

ISO / TS 29001-2010 Para las Industrias del Petróleo, Petroquímicas y Gas Natural. *For the Petroleum, Petrochemical and Natural Gas*.

LabView 8.3. Monitoreo y Control de Procesos en Tiempo Real. *Monitoring and Control Process in Real Time*

LAASP (LEY de Adquisiciones, Arrendamientos y Servicios del Sector Público), (Law of Acquisitions, Leasing and Services and Public Sector),

LOPSRM (LEY de Obras Públicas y Servicios Relacionados con las Mismas), (Law of Public Works and Related-Services).

LPM (LEY de Petróleos Mexicanos), (Law of Petroleos Mexicanos),

NMX-CC-9001-IMNC-2008 Sistemas de Gestión de la Calidad –REQUISITOS. *Systems Quality Management -Requirements*.

NOM- 018-STPS-2014 Sistema armonizado para la identificación y comunicación de peligros y riesgos por sustancias químicas peligrosas en los centros de trabajo. *Harmonized system for the identification and communication of hazards and risks from hazardous chemicals in the workplace*.

NOM 028 STPS 2004 Seguridad de los Procesos. *Security of Process*:

NOM –STPS Normas de Seguridad STPS. *Safety standards STPS*.

NOM-008-SCFI-2002 Sistema General de Unidades de Medida. *General System of Units of Measure*.

NOM-SCFI Normas de la Secretaria de Comercio y Fomento Industrial. *Trade and Industry Standards*.

NOM-SCT Normas de la Secretaria de Comunicaciones y Transportes. *Communications and Transport Standards*.

NOM-SEDE Normas de la Secretaria de Energía. *Energy standards*.

NOM-SEMARNAT Normas de la Secretaria de Medio Ambiente y Recursos Naturales. *Environment and Natural Resources Standards*.

NRF-001-PEMEX-2013 Tubería De Acero Para Recolección, Transporte Y Distribución De Hidrocarburos. *Steel Line Pipe For Picked Up And Transportation Of Hydrocarbons*.

NRF-053-PEMEX-2005. Protección Anticorrosiva. *Corrosion Protection*

OHSAS. Seguridad e Higiene Industrial. *Occupational Health and Safety Assessment Series*.

PPI (Programas y Proyectos de Inversión). (Programs and Investment Projects).

Sistemas de Seguridad STPS. *Security systems STPS*.

Six Sigma (Green belt). *For zero defects. Total Quality Excellence*.

STOP, Estándares de Seguridad Industrial DuPont. *STOP, DuPont Industrial Safety Standards*.

Suministro de Producto Químico In Situ. *Supply Chemical Product In Situ*.

Taller de Fundamentos para la Administración Ágil de Proyectos. *Workshop foundation for agile Project management*.