

Francisco Delgado López

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Birthday: 24/12/1979 / Married

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EXPERIENCE

Regional Tech Trainer IT - Real Estate Agent Keller Williams Paraguay

FEBRUARY 2024 - PRESENT

Responsible for the use and training of CRM technology to the team of real estate agents at KW Paraguay. Real Estate Agent. Member of the Regional Staff and Kw Worldwide Regional Teach Leaders.

Consultant - Administrator, Dibbler, Paraguay - USA

SEPTEMBER 2021 - MARCH 2023

Sales and marketing consulting for US companies. Management reports for subsequent decision-making. Company administration in Paraguay.

Real Estate Agent, FD Inmuebles

AUGUST 2018 - AUGUST 2021

Intermediation in the sale and rental of urban and rural properties for local and foreign clients. Production of social and business events (Deutsch Toldos).

Real Estate Manager, Grupo Timbo, Asunción

FEBRUARY 2017 - JULY 2018

Administration of the portfolio of finished products and land distributed throughout the country. Consulting on architectural projects in idle properties.

Commercial Manager, Infocasas Paraguay - FD Inmuebles, Asunción

OCTOBER 2015 - FEBRUARY 2017

Opening of the Infocasas subsidiary office in Paraguay. Brand development in the country. Advertising for real estate agencies, construction companies, and developers.

Commercial Supervisor, Yguazú Cementos, Asunción

JULY 2014 - SEPTEMBER 2015

Acquisition of new clients in the construction sector to increase company sales. Market research nationwide. Client portfolio management in Asunción and the south-central region of the country. Sales consulting for distributors. Opening of new commercial alliances.

SKILLS

Teamwork.

Assertive communication.

Professionalism and ethics.

High adaptability in different fields and activities.

TECHNICAL SKILLS

PowerBi, Tableau, R, SQL, Python, Excel.

Data Analytics, Data Science

LANGUAGES

English (C2)

French (intermediate)

Guaraní (intermediate)

Spanish (Native)

Business Coordinator, 3M Paraguay subsidiary, Asunción

MAY 2005 – MAY 2014

Training for distributors' sales force in Asunción and other cities.
Implementation of strategic plans in conjunction with the marketing department. Management of opinion leader groups. Key account management and opening of distributors throughout the country to achieve incremental sales and develop the brand.

EDUCATION

Bachelor's Degree in Business Administration, Catholic University of Asunción

PROMOTION 2003

University Didactics, National University of Asunción

PROMOTION 2007

Data Analytics - Google/Coursera

SEPTEMBER 2022 – FEBRUARY 2023

Data Science - IBM/Coursera

FEBRUARY 2023 – JUNE 2023

Coursera-IBM / Full Stack Coursera

JUNE 2023 – OCTOBER 2023

AWS - Cloud Architecture

JUNE 2024

WORK AND PERSONAL REFERENCES

Daniel Ruiz (ex manager 3M)
0981 229139

Makarena Aguilera (ex RRH 3M) 0985 399209

Yguazú Cementos (RRHH) 021 282616

Alejandro López (Infocasas)
0981 377112

José Vergara 0981 172425

Rolando Marecos 0981 412203
