

# CRISTIAN CATALAN PEREIRA

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Agronomist (Universidad de Chile) with a Diploma on agribusiness (Universidad Catolica de Chile) with more than ten years in the fruit and vegetable industry. I have worked in many positions where, I have led multidisciplinary and bilingual teams, I have also been part of those teams, but have always highlighted myself because of my planning and organizational skills, finding fast solutions during most pressing moments. Major areas of focus are production, commercial and management.

## PROFESSIONAL EXPERIENCE

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### **San Jose Nurseries / Las Palmeras Farms, Quillota, Chile**

**2018 to Present**

Produce company with nurseries and farms mainly production of avocados and citrus fruits.

Position: Assistant General Manager.

Functions: Planning the company's short and long term objectives. Organizational structure, functions and jobs descriptions for contracting of personnel. Being the second in command in managing the company, supervising employees. Creating and leading business plan strategies for the nurseries and farms to maximize profitability. Controlling costs and preparing budgets and forecasts. Analyzing and solving marketing strategies, Managing financial, administrative, accountable and operational problems. Improving efficiency of every process in the nurseries and farms to decreasing costs and times and maximize quality.

Achievements:

- Changes of organizational structure to integrate new employees and their roles.
- Refinancing of long-term loans at better rates.
- Implementing new methods of planning for the work teams.
- Rearrangement of administration and finance areas.

### **Perales Farms, Santiago, Chile**

**2016 to 2018**

Agricultural and Forest Enterprise supplier of agroindustry, seed companies and food markets.

Position: Farm Manager on seed crops production.

Functions:

- Managing the agricultural area of the company in Santiago.
- Generating and following through annual budget.
- Hiring people, management, coordination of workforce, planning of fields and production of the farm.
- Contracts and commercialization of the production.
- Negotiation with suppliers.
- Searching of new business opportunities.
- Invoicing and collecting of payments.

Achievements:

- Acquisition of machinery, decreasing costs by 10%.
- Increase in yields for better irrigation, weed control and pest-disease control.
- Change of the business strategy from traditional crops to seed crop production.

### **MMG Las Bambas, Peru**

**2011 to 2015**

Australian Company, leader of the operation and construction of mines in several countries like Australia, China, Peru, Chile, Canada and others.

Position: Cost Control Engineer.

Functions: Controlling budgets and costs of a project, allocating costs, forecasting and monthly reports to management.

Achievements:

- Development of trends, allowing decreases of costs by 5%.
- Improvement of reportability to management. Lowering delivery of reports to 10 days.
- Better commitment structure through reconciliation of costs allowing a higher remaining budget.

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## **Perales Farms, Santiago, Chile**

**2010 to 2011**

Agricultural and Forest Enterprise supplier of agroindustry, seed companies and food markets.

Position: Farm Manager of frozen peas, sweat corn, corn seed and potatoes.

Functions: Managing the agricultural area of the company in Santiago. Hiring people, management, planning of fields and production of the farm. Contracts and commercialization of the production.

Achievements:

- Better yield of crops. Such as, 20% yield increase of potatoes due to an integrated management.
- A 5% decrease in costs by increasing permanent workers.

## **Exportadora Gesex, Buín, Chile**

**2009 to 2010**

Fruit Export Company with high standards specialized in production, packaging and exportation of fresh fruit.

Position: Field Agronomist of grapes, stone fruits and pomes.

Functions: Instruct growers on quality standards, advice farmers in technical management, coordinate the quantity and time of fruit harvest, advice and control growers on maximum residue levels, coordinate packaging materials, assignation of market due to fruit quality and make production estimates.

Achievements:

- 10% increase of exported boxes from small growers.
- Reduction of fruit rejection rates compared to previous year due to control of spraying programs.
- Increase of premium boxes of grapes.
- Better yield in harvest compared to the previous year.

## **Agrofruta Ltda., Rancagua, Chile**

**2005 - 2008**

Grower and exporter of fruit leading the domestic market with several fields throughout Chile.

Position: Farm Manager at Trapiche Farm.

Functions: Generating and following through annual budget, hiring people, management, planning of fields, production of grapes, stone fruits and pomes, packing of table grapes, making new plantations of grapes and fruit stones, and carrying out of good agricultural practices.

Achievements:

- Decrease of costs of 20%
- Increase of exported boxes. First year, 20%. Second year 5%. Third year 7%.

## **Dole Chile, San Bernardo, Chile**

**2004 - 2005**

Position: Field agronomist assistant of grapes and stone fruits (Agronomist Gonzalo Contesse).

## **EDUCATION**

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### **Universidad de Chile, Santiago**

**1998 - 2004**

Bachelor's degree, Agronomist Engineer, specialty Fruticulture.

### **Pontificia Universidad Católica de Chile, Santiago**

**2005**

Diploma on "Agribusiness".

### **EF English Institute, Sydney, Australia**

**2008 - 2009**

Advanced English student.

## **LANGUAGE**

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**English:** advanced, written and spoken.

**Spanish:** native.