

# SARA OCHOA RESTREPO

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## EXPERIENCE:

May 2017- Feb 2018

### **Account Manager Latin America: Spare Parts and Assistance**

BMA America

- Assist Latin America Sales Manager by keeping track of sales projects (Centrifugal, Evaporators, Dryers and automation): Calling customers and making sure all information was accurate on both sides (German HQ - Latin American customer) to accurately order machinery and engineering services with the correct specifications and delivery dates.
- Keeping track of incoming purchase orders to assure delivery times by collaborating with the production and logistics managers in both Germany and Greeley, Colorado.
- Handled purchasing process for parts and technician services for commissioning and maintenance: Quotation requests, acknowledgements, invoicing, shipments and claims
  - Use of Pro-Alpha Enterprise Resource Planning System for this matter

July 2016- Jan 2017

### **Group Development Intern**

BMA Braunschweigische Maschinenbauanstalt AG

- Position focused on learning from different areas inside of the company.
- Strategic Business Development: (team member) Conduct P.E.S.T. and SWOT analysis with Members of Leadership to structure future company vision.
- Competitive Market Analysis: Source data of over 70 competitors to aid Sales and Marketing Teams understand their presence in the market and their product portfolio.
- GMM: (team member) planning and participation in General Managers/board of directors Meeting conducted every 3 months
- Magazine publications initiative: Proposed 5+ publications in Latin America to better reach target customers

2014-2015

### **Professor's aide**

Scientific Magazines EAFIT University: Coherencia and Ejil magazine

- Review of grammar and semantics for articles in English and Spanish

2011-2012

### **Tourist Guide**

- Spanish – German translation of tours in topics such as coffee production.

## **OTHER**

2014 – 2015

### **Member of the board of directors**

- Partners of the Americas  
Member of Partners Campus EAFIT student Chapter  
Internationalization Committee

## **EDUCATION**

2012 – 2017

### **EAFIT University**

- Bachelor's in International Business  
Medellin, Colombia

2011 – 2012 **Universidad Tecnologica de Pereira**

- Attempted a bachelor's in environmental management  
Pereira, Colombia

2010 – 2011 **Student Exchange Program at Immanuel Kant Gymnasium**

- Leinfelden-Echterdingen, Germany  
EF High-School Year

## **LANGUAGES**

**Spanish** – Native Language

**English** – Fluent

**German** – Fluent

## **ACADEMIC AND PERSONAL INTERESTS**

- Strategic management
- Internationalization of the enterprise
- Entrepreneurship in Environmental solutions

## **PROJECTS**

### **Improvement of BAM logistics**

BMA America

- Analysis of geographic locations to establish warehouse in order to optimize supply chain and to better serve Latin America
- Analysis of market condition to determine location of shipping point and export strategy: Economic, demographic and trade factors, shipping prices and delivery times from different couriers and freight forwarders were taken into account
- Suggest future plan of action