# Miguel A. Sainz Gongora

Sales Director

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## Extracto

Over 10 years experience in sales, business deveolpment and marketing in the retail (entertainment and men wear), mining, aggregate and cement hndustries. Proven leadership with talent to lead personnel in a competitive sales industry with a changing domestic market.

## Experiencia

**Wine Director & Sommelier en BIXA Cocina Autentica**
August 2013 - Present (2 years 4 months)

Wine List Development & Label Selection Selection of House Wine: El Guero, El Colorado and El Prieto Training of Service and Kitchen Staff Inventory Management Operations Support during weekends, holidays and special events.

**Wine Director & Sommelier en Coupage**
August 2013 - Present (2 years 4 months)

**Sales Director en AMSU de Mexico**
November 2011 - Present (4 years 1 month)

Responsible for Company Sales in Mexico New Markest Development Contract Negotiation Sales Strategy Sales Management Technical and Engineering Support Coordinator

**Product Support Manager en AMSU de Mexico**
October 2008 - November 2011 (3 years 2 months)

Product Support Budget Planning & Forecasting Aftermarket Support Sales and Technical Services Coordinator

**Sales Manager - Mining en AMSU de Mexico**
December 2004 - October 2008 (3 years 11 months)

Responsible for the sales in mining industry Pricing analysis & cost benefits comparisons Field Support Customer Service Target & develop plans to grow accounts

## Certificaciones

**Diplomado en Vinos, Sommelier - Cultura del Vino**
September 2013

**Grow to Greatness: Smart Growth for Private Businesses, Part I**

March 2014

**Introducción a la minería y al procesamiento de minerales**

February 2014

**Excelencia en Comunicación**

April 2014

**Continuidad y desarrollo de la empresa familiar**

License 324KJWUU38 April 2014

**Molienda 1 - Principios fundamentales**

August 2014

**A Strategic Approach to Improve and Understand the Operation of Grinding & Flotation Processing Plant**

February 2015

**Operador de Montacargas**

September 2014

**Grow to Greatness: Smart Growth for Private Businesses, Part II**

License AT6S7PNWD5F7 November 2015

## Organizaciones

**Organización Nacional de Sommeliers de México, A.C.**

August 2013 to Present

**Asociación de Ingenieros de Minas, Metalurgistas y Geólogos de México, A.C.**

January 2014 to Present

**Organización Mexicana de Enofilos**

August 2013 to Present

**Worldwide Sommelier Association**

August 2013 to Present

**Association de la Sommellerie Internationale**

October 2013 to Present

**Guild of Sommeliers**

October 2014 to Present

**The United States Sommelier Association**

August 2015 to Present

## Idiomas

**Inglés**

## Aptitudes y conocimientos

**Equipo y Refacciones de Trituración y Cribado**
**Enlainados de Acero, Hule y Polystl Para Molinos**
**Optimización de Plantas de Trituración y Cribado**
**Mining**
**Metals**

**Crushers**
**Manganese Parts**
**Mills**
**Mill Liners**
**Wear Tracking & Projecting**
**Screening**
**Sales Management**
**Sales**
**Sales Presentations**
**Leadership**
**Wine Tasting**
**Red Wine**
**Wine Lists**
**Wine**
**Administración y dirección de empresas**
**Minería**
**Gerencia de ventas**
**Planeamiento de proyectos**
**Microsoft Office**
**Liderazgo**
**Negociación**
**Planificación estratégica**
**Ventas**
**Gestión de proyectos**
**Mercadotecnia**
**Mejora continua**
**Negociación de contratos**
**Ingeniería**
**Pronósticos**
**Entrenamiento**
**Strategic Planning**
**Negotiation**
**Project Planning**
**Continuous Improvement**
**Project Management**
**Estrategia empresarial**
**Servicio de atención al cliente**
**Liderazgo de equipos**
**Presupuestos**
**Engineering**
**Business Strategy**
**Contract Negotiation**
**Management**
**Customer Service**
**Team Leadership**

## Cursos

**Sales Manager - Mining**

AMSU de Mexico

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|---|---|
| Symons Crushers Training | 2007 |
| Management with Excellence | 2004 |

**Wine Director & Sommelier**

BIXA Cocina Autentica

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|---|---|
| Curso Teórico-Practico de Elaboración de Vinos Artesanales | 2013 |
| Taller del Viñedo a la Mesa | 2013 |
| Taller de Sensibilizacion y Cata de Vino | 2014 |
| El Practivo del Vino | 2014 |
| Taller Elaboración y Cata de Café | 2014 |
| Introductory Course and Exam Court of Master Sommeliers | 2014 |

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|---|---|
| Wine and Food Pairing (WineSpectator School) | 2014 |
| Understanding Professional Wine Sales and Service (WineSpectator School) | 2014 |
| Tuscany (WineSpectator School) | 2015 |

**Product Support Manager**

AMSU de Mexico

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|---|---|
| Balanced Socorecard with David Norton | 2011 |
| Introductory Service Training FLSMIDTH | 2011 |
| Think faster than you competitors | 2011 |
| SMP Effective Sales Strategies | 2011 |
| World Forum for Leadership and Talent Management | 2011 |
| Success Minds | 2010 |
| Expomanagement | 2010 |
| Interactive Meeting with Robert Kaplan [BSC] | 2010 |
| Expomanagement 2011 | 2011 |
| SAG 2011 Conference | 2011 |
| Minerals Processing, Rubber & PolyStl Liners | 2012 |

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|---|---|
| Gyratory and Cone Crushers Seminar | 2012 |
| Desarrollo de Habilidades de Venta | 2012 |
| WOBI 2012 | 2012 |
| Operations Management | 2012 |
| Essence of Finance | 2012 |

**Sales Director**
AMSU de Mexico

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|---|---|
| Excelence in Service | 2012 |
| Balanced Socorecard Mastercourse | 2013 |
| Servicio al Cliente con Jason Tyne | 2013 |
| WOBI 2013 | 2013 |
| Excelencia en la Administración Comercial | 2014 |
| Operational Optimization of AG/SAG Milling Circuits | 2014 |
| Seguridad Industrial | 2012 |
| The Aggflow Training Course | 2015 |
| Excelencia en la Administración Comercial: Un mapa hacia el éxito | 2015 |
| Finance Essentials - Harvard ManageMentor | 2015 |

## Educación

**Universidad del Valle de México**
2015 - 2017

**Universidad de La Salle Bajío, A.C.**
Master's Degree in Corporate Finance, 2008 - 2010

**Complejo Educativo Leonardo Da Vinci**
Bachelor of Business Administration (BBA), Business Administration and Management, General, 2004 - 2008

## Intereses

Gastronomy, Wine Culture, Wines from Mexico, Reading

## Reconocimientos y premios

**El Mejor Sommelier de Mexico ONSOM y AMS Capitulo Bajio**
Organización Nacional de Sommeliers de Mexico y Asociacion Mexicana de Sommeliers
October 2014

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Contacta con Miguel A. en LinkedIn