

# Francisco José Gómez

**OPERATIONS MANAGER | PROCESS EXCELLENCE | OPERATIONAL ANALYTICS | AUTOMATION  
(PYTHON / POWER BI) | INTERNATIONAL TRADE**

Buenos Aires, Argentina | Open to Remote (US/EU) | Willing to travel

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## PROFESSIONAL SUMMARY

Senior Operations and Data professional with 15+ years leading multi-country operations, logistics and international trade. Hybrid profile combining executive operational leadership (including 40+ person teams across Argentina and Chile, and full P&L accountability) with hands-on analytics and automation (Python, SQL, Power BI, advanced Excel/VBA) to streamline workflows, strengthen KPI visibility, and reduce manual workload. Experienced in supplier management (China, Brazil, Hong Kong), ERP environments (SAP Business One), and cross-functional coordination across finance, HR, legal, sales and fleet.

## CORE COMPETENCIES

- Operations Management
- Process Optimization / Continuous Improvement
- Operational Excellence
- KPI Frameworks & Performance Management
- Operational Analytics / Business Intelligence
- Workflow Automation (Python, VBA, APIs)
- Reporting Automation & Data Pipelines
- Cross-functional Leadership (40+)
- Multi-country Operations (AR-CL)
- P&L Management
- Supply Chain / Logistics
- International Trade (Import/Export)
- Supplier Negotiation
- Change Management
- Stakeholder Management
- Compliance & Documentation

## SELECTED IMPACT

- Automated 20+ recurring reporting workflows; eliminated ~15+ hours/week of manual work across operations and finance.
- Built KPI reporting frameworks end-to-end; reduced reporting cycle time by ~60% through Excel/Python/VBA automation.
- Led multi-country operations (AR–CL) with 40+ headcount and P&L ownership; managed cross-functional areas (HR, legal, sales, admin, fleet).
- Improved data traceability and audit trails by integrating SAP Business One and Google Workspace into operational workflows.

## **PROFESSIONAL EXPERIENCE**

### **Foreign Trade Manager & Operations Coordinator | Process & Data Systems Lead | BALKUN S.A.**

Jul 2021 – Present | Buenos Aires, Argentina

- Own end-to-end international trade operations and cross-department workflow coordination for a manufacturing company.
- Designed KPI dashboards and automated reporting using Excel (VBA), Python and Power BI, reducing manual reporting effort by ~60%.
- Developed internal automation tools (Python scripts and Excel macros) to accelerate recurring data tasks and reduce error rates in operational reporting.
- Implemented process reengineering across logistics, purchasing and administration to improve traceability and control points.
- Integrated AI-assisted workflows for document drafting, data validation and decision-support to improve turnaround time on operational requests.

### **Operations & Commercial Manager | Operations Analytics & Process Manager | GRUPO ALL IN S.A.**

Jul 2019 – Jul 2021 | Buenos Aires, Argentina

- Led commercial and operational execution, aligning sales performance with logistics and back-office delivery.
- Built tracking dashboards and structured management reporting to support C-level decision-making cadence.
- Automated monthly management reports, reducing production time from days to hours and improving consistency of KPIs.
- Delivered cross-functional process improvement initiatives that increased throughput and reduced operational bottlenecks.

### **General Manager — Argentina & Chile (P&L Owner) | TRANSMART S.R.L. / SPA**

Nov 2014 – Jun 2019 | Buenos Aires, AR & Santiago, CL

- Held full P&L responsibility and led a 40+ person organization across HR, legal, finance, sales and fleet operations in two countries.
- Led union negotiations and represented the company before regulators and the board of directors.
- Implemented operational controls and performance metrics to drive consistent growth in a competitive logistics market.
- Standardized cross-border procedures between Argentina and Chile to improve compliance and service delivery quality.

### **Foreign Trade & Logistics Manager | GEOZ S.A. / KALWER S.A.**

Mar 2008 – Jul 2014 | Buenos Aires, Argentina

- Managed import/export operations including customs clearance, supplier negotiations and freight coordination.
- Built long-term supplier relationships across China, Brazil and Hong Kong; supported strategic sourcing agreements.
- Represented the company at international trade fairs: Canton Fair (Guangzhou, 2012) and Chengdu International Fair (2013).
- Designed logistics workflows to improve lead times and reduce operational costs across the supply chain.

### **SELECTED PROJECTS**

- KPI Automation System – Python / Excel / Power BI  
Automated executive reporting pipeline integrating SAP B1 exports and Excel dashboards.
- Supply Chain Cost Tracking Tool – Excel VBA  
Built operational cost tracking tool used by logistics and procurement teams.
- Operational KPI Dashboard – Power BI  
Designed executive dashboard enabling daily operational monitoring.

## **TECHNOLOGY**

- Analytics: Power BI, SQL, Python (pandas, openpyxl), Excel (Advanced, VBA)
- Enterprise: SAP Business One, Google Workspace
- Automation & AI: Python scripts, VBA macros, LLM-assisted workflows (ChatGPT, Gemini, Claude)
- Web/Dev (portfolio): HTML, CSS, JavaScript

## **EDUCATION**

Técnico Superior en Comercialización — Fundación de Altos Estudios en Ciencias Comerciales | 2007 – 2009

## **CERTIFICATIONS**

- Google Actívate – HTML & CSS (2020)
- Universidad Austral – Management & Leadership Programs
- Coursera – Data Analytics & Process Automation
- Ongoing: Python for Data Analysis | Power BI Advanced | AI Prompt Engineering

## **LANGUAGES**

- Spanish — Native
- English — Professional working proficiency (technical reading & international communication)