

# 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 ✦ 📞 +54 9 11 5705 1265 ✦

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🌐 portfolio-francisco-gomez.web.app

## ⚡ SELECTED IMPACT AT A GLANCE



**20+**

Workflows  
Automated

~15+ hrs/week saved



**~60%**

Reduction in  
Reporting Cycle  
Time



**40+**

Person Teams Led  
Multi-country AR &  
CL



**5 yrs**

Full P&L  
Accountability  
as General Manager

## 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.

# Skills & Tools

## OPERATIONS

Operations Management

Process Optimization

P&L Management

Cross-functional Leadership

Supply Chain

International Trade

## ANALYTICS & TECH

Python

SQL

Power BI

Excel/VBA

SAP Business One

Google Workspace

AI/LLMs

## SOFT SKILLS

Executive Leadership

Negotiation

Team Building (40+)

Regulatory Relations

Board Reporting

## TECH STACK

 Excel/VBA

 Python

 Power BI

 SQL

 SAP B1

 AI/LLMs

 Google Workspace

 HTML/CSS

# Professional Experience

## BALKUN S.A.

CURRENT

Foreign Trade Manager & Operations Coordinator | Process & Data Systems Lead

Jul 2021 – Present | Buenos Aires, Argentina

- ▶ Owns 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
- ▶ 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

## GRUPO ALL IN S.A.

Operations & Commercial Manager | Operations Analytics & Process Manager

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
- ▶ Automated monthly management reports, reducing production time from **days to hours**
- ▶ Delivered cross-functional process improvement initiatives that increased throughput and reduced operational bottlenecks

## TRANSMART S.R.L. / SPA

General Manager — Argentina & Chile (P&L Owner)

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 growth in the logistics market
- ▶ Standardized cross-border procedures between Argentina and Chile to improve compliance and service quality

## GEOZ S.A. / KALWER S.A.

Mar 2008 – Jul 2014 | Buenos Aires, Argentina

Foreign Trade & Logistics Manager

- ▶ 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

Automated executive reporting pipeline integrating SAP B1 exports with Excel dashboards.

PYTHON / EXCEL / POWER BI



### Supply Chain Cost Tracking Tool

Operational cost tracking tool developed for logistics and procurement teams to monitor expenses.

EXCEL VBA



### Operational KPI Dashboard

Executive dashboard for daily operational monitoring and real-time decision making support.

POWER BI

## Education & Certifications

Fundación de Altos Estudios en Ciencias Comerciales

Técnico Superior en Comercialización (Marketing)

2007 - 2009

✓ 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

AD **Spanish**  
Native

**English**  
Professional Working Proficiency

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**Francisco José Gómez** – Operations & Data Professional

✉ [fjg483@gmail.com](mailto:fjg483@gmail.com)   [↔ LinkedIn](#)   [🌐 Portfolio](#)

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