

June 7, 2017.-



A Managing Director with stronger background directing worldwide companies and their qualities in a dozens of industries like Mining companies, Salmon Industry, Vineyards and their local Wine distributors, Fresh and Frozen Fruits Exporters of with Longer experience in US main cities like NYC LA and Florida Miami, European main places and Asian markets to develop procedures for all of aspects of worldwide services for import & export merchandises operations.

I am a highly motivated by helping others and rising to new challenges out-of-the-box experiences that your customers won't soon forget.

I believe the kinder you are, the better life is.

I want to thank you for the opportunity to let me make a presentation of my CV background.

You can call me over my cell phone: 56-9-9438.9404

Or E-mail me please at: [cespinoza@hhcargo.cl](mailto:cespinoza@hhcargo.cl)

Carlos O. Espinoza

Include 5 pages with this. -



**CARLOS O. ESPINOZA**

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Santiago Chile Mobile Phone: 56-9-9438.9404

[cespinoza@hhcargo.cl](mailto:cespinoza@hhcargo.cl)

### **Employment History**

October 2010 to the Present

**DyD Cargo SA.,**

**Position: Regional Cargo Sales Manager**

Responsible for 95 people involved in all the operation and commercial business duties. Developing shipments from any origins to any destination. Making contracts with Government Offices and Providers including the relationship with customers, exporters, importers, producers companies.

2005-2010

**Eagle Global Logistic and former CEVA Freight Management**

**Position: Perishables Director for the Region.**

Responsible for developing Commercial areas of the worldwide transportation business cargoes business negotiation the contract with cargo steamships and airlines ground services.

**CHILEAN FOODS LTD.**

**Position: Commercial Director for Latin American market Import / Export**

Main duties and responsibilities include sales & account development in order to build and execute aggressive business plans to develop new markets and clients in the North and South American market. Maintain relationships and negotiate with our customers.

May 1990 to October 2000

**ROHDE & LIESENFELD CHILE**

**Director of Exportations**

Directing all management worldwide accounts for the Exportation and Imports of the company on charge of the Key Global account development the operations and the contacts with Government Offices for keeping the services active. This management a team of 45 peoples of the team.

**Expert and solid experience in a worldwide Logistic**

Business with vast experience in Mining business, Perishables Fresh Salmon industry and Produces perishables Logistic.

I am versed in all aspects of domestic and International worldwide Logistic transportation in Sales and the operation of the key business.

1985 to 1990

**SCHENKER & CO. CHILE**

**Sales & Account Management to international trade Shows.**

Boston Sea food shows in Boston Mass, and European Sea foods shows in Brussels, Belgium.

**Seminars & Others**

Courses:

General Air Cargo 1989

Lufthansa Cargo Training Center.

Basic Cargo Course

Hazardous Material Compliance

LAN CHILE CARGO Training Center.

Training in transportation of dangerous goods by FAA regulations.

Others:

Live Animal Transportation

Orlando "Seaquarium" by Jack Hanna.

AATA 1999 by: Animal Air Transportation Association.

**Languages:** Fluent in English Studies at the British Institute, over 5 years at the Britain institute.

**Education**

University of Santiago

Degree: Engineer Civil Industrial on 1984 Major MBA

**Naval Academy Arturo Prat at Valparaiso Chile.**

Degree: Lieutenant. Major: Merchant Navy Pilot at the Chilean Naval Academy, standing first among those specialists of the Merchant Marine course, he has demonstrated commendable academic and professional abilities.

**Carlos O. Espinoza /E-mail [cespinoza@hhcargo.cl](mailto:cespinoza@hhcargo.cl) Mobile 569 94389404**

p.s.: Attachments, 2 Letters of Recommendations.-



## **Letter of Recommendation for Carlos Espinoza**

July 20, 2015.-

To Whom It May Concern:

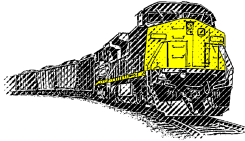
I had the pleasant opportunity to work closely with Carlos during his 10 year tender with Rohde & Liesenfeld Chile. We collaborated on several projects together. I am pleased to say that Carlos is a team player, a kind and sincere individual, and a professional.

While working as the Air Freight Manager for R & L in Chile Carlos proved to be a valuable asset during his successful career. Often he took the initiative to get things started and helped fill our aircraft during difficult times.

As the Director of South America for Aeromexpress I highly recommend Carlos for whatever position he may decide to take up next. He is the type of manager that anyone would be happy to work with.

Sincerely

Eric Hartmann  
Director South America  
Aeromexpress Cargo



500 Water St, J820  
Jacksonville, Florida 32202

## **Letter of Recommendation for Carlos Espinoza**

August 9, 2014.-

To Whom It May Concern:

I had the pleasure of working closely with Carlos during the last couple years during his tender with the ATI Group based in Santiago. Carlos was very instrumental in helping develop new business for CSX in Latin America. I am pleased to say that Carlos is a professional that showed excellent business acumen, a kind and sincere individual, and best of all a team player.

While working as the liaison between CSX International and ATI Group in Chile Carlos received the required logistics training in Jacksonville, Florida who proved to be a valuable asset in developing new business and opportunities in the Latin American market.

I highly recommend Carlos Espinoza to any organization who is looking to add a valuable individual to their team.

Sincerely

Raul Carrasco  
Manager – International Business Development  
Latin America  
CSX Transportation