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**ALEJANDRO SARDI**

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– PERMANENT U.S. RESIDENT –  
– EUROPEAN UNION MEMBER –

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**EDUCATION**

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**Purdue University**, School of Engineering, West Lafayette, Indiana  
Bachelor of Science in Industrial Engineering  
Earned 5 Scholarships, Semester Honors, and Dean's List

**Aug 2006****WORK EXPERIENCE**

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**BoConcept** (*Medellín, Colombia*)**Franchise Director****Aug 2008 – Present**

- Led 100<sup>+</sup> construction workers to build the largest BoConcept in South America – construction accomplished ahead of schedule
- Exceeded franchise's expected net income by 44% in the first year of operation
- Define and execute franchise's yearly budget and overall strategy
- Manage, solve and delegate day-to-day franchise routines and contingencies
- Recruit, coach and train all staff with top-level negotiation techniques and exclusive BoConcept University material

**Best Buy/Accenture** (*Minneapolis, MN*)**Project Lead****Feb 2008 – July 2008**

- Directed the development of a new online portal for Best Buy – team consisted of 8 Accenture and Best Buy professionals

**Microsoft/Accenture** (*Redmond, WA*)**Prototype Manager****Aug 2007 – Nov 2007**

- Managed the development of project's prototype – an online marketing management tool for Microsoft and Microsoft's partners
- Researched and developed new User Interface standards

**California ISO/Accenture** (*Sacramento, CA*)**Prototype Developer****Mar 2007 – Jul 2007**

- Developed a deep understanding of energy markets while developing an innovative energy home-demand-response prototype
- Patent pending – first demand-response initiative that involves the ISO, all related utility companies, and the end-consumer

**California ISO/Accenture** (*Sacramento, CA*)**Data Architect****Nov 2006 – Jul 2007**

- Acquired strong Data Management and Data Creation skills – SQL, MS Excel Macros, MS Access, VBA, JAVA, XML
- Automated project's daily data generation process – data used daily to simulate California's Electricity Market

**Accenture Technology Labs/Accenture** (*Silicon Valley, CA*) **Researcher & Developer****Aug 2006 – July 2008**

- Researched and developed new assets for Accenture and Accenture's clients while consulting for various Accenture's clients

**Colgate-Palmolive Company** (*Jeffersonville, IN*)**Engineering Co-op****May 2004 – May 2005**

- Simulated toothpaste delivery systems in order to optimize use of portable toothpaste tanks
- Generated 1<sup>st</sup> 'Batch-Cycle-Time Analyzer' and 1<sup>st</sup> 'Composite Asset Utilization Analyzer' – both operate with SQL & VBA
- Dominated MS Excel VBA Macros – knowledge applies directly to other VBA based applications
- Discovered critical computational errors – contributed to reduce company's future yearly costs
- Trained for *PLC-5 RSLogix 5 Ladder Logic* – applied training in making and finishing systems

**Purdue University** (*West Lafayette, IN*)**Teaching Assistant****Aug 2003 – Dec 2004**

Course: Engineering Problem Solving and Computer Tools

- Taught 200<sup>+</sup> students how to solve fundamental engineering problems utilizing MATLAB, Excel, and other computer tools
- Explained the logic behind programming and file management in order to develop students' problem solving skills
- Met with students frequently by appointment, in addition to my regular office hours

**Vector Marketing Corporation** (*Miami, FL*)**Sales Intern****June 2003 – Aug 2003**

- Mastered the concepts of the selling cycle, negotiation, answering objections, and closing techniques
- Placed 3<sup>rd</sup> in personal sales out of 4,000 sales representatives in Florida, and 8<sup>th</sup> out of 15,000 in the eastern US region
- Qualified for Key Staff within the first week. Key Staff was exclusively for the best 5 employees of the office
- Promoted to six different management positions. Started as a Trainee and ended as a Senior Field Sales Leader
- Trained over 50 employees on adequate sales and marketing techniques

**LEADERSHIP EXPERIENCE**

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**Purdue Society of Hispanic Professional Engineers****President****May 2005 – May 2006**

- Represented SHPE-Purdue in all internal and external affairs
- Led 200<sup>+</sup> members and 16 committees to accomplish the goals of the organization

**Vice President****May 2004 – May 2005**

- Assisted the President in all duties and responsibilities and ensured all committee tasks were completed on time

**Technology Chief****May 2003 – May 2004**

- Restructured and maintained the organization's Web site: [www.shpepurdue.org](http://www.shpepurdue.org) and programmed user-friendly computer tools

**Freshmen Representative****Aug 2002 – May 2003**

- Elected to lead freshmen members to get involved with the organization's activities throughout the scholastic year

**GLOBAL PROFILE AND RELEVANT SKILLS**

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**Work Eligibility:** United States of America, European Union, and South America (Andean Countries)

**Language Skills:** English, Spanish, and moderate French

**Computer Skills:** Windows OS, Mac OS, Linux OS, UNIX, C, C#, C++, Java, JavaScript, .NET, SQL, HTML, DHTML, PHP, MySQL, Ajax, XML, Web 2.0, VBA, Excel Macros, GAMS, DOS, Adobe CS4, Eclipse, MATLAB and more.

**Scholarships:** Kaiser (2006), SHPE Platinum (2006 and 2005), SHPE Gold (2004 and 2003)

**Merit Awards:** Semester Honors & Dean's List (2006), DaimlerChrysler Scholastic Merit Award (2006), Xerox Scholastic Merit Award (2005), SHPE Chairman of the Year (2004), Johnson & Johnson Scholastic Merit Award (2004), Freshmen of the Year (2003), Caterpillar Scholastic Merit Award (2003)