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jess.holzwarth@me.com



WEBSITE



JESSBLOG



LinkedIn



TWITTER

CV- RESUME

JESSICA HOLZWARTH

MOTIVATION

As *your candidate*, I research, analyze data in terms to build marketing brand awareness through agile business strategy, tailoring technology feasibility to customer needs, deep marketing understanding of analytics, user experience and problem-solving, to provide consistent data to Business Development, Marketing and Sales Strategies.

What do I bring:

- **Experienced PM**, Artificial Intelligence (AI), Descriptive Analytics, Analytics, RPA Robotic Automation Process, DMS-Document Management System, BI Business Intelligence, data computing, data strategies
- **Marketing**, marketing automation, traditional and digital strategies, Ad Serving, B2B Marketing, B2C strategy, brand activation, branding, digital activation, marketing strategy; Statistics: marketing analytics, data modeling, behavioral data, demographic data, predictive lead scoring, optimization, predictive analytics, predictive modeling, categorical data tools DMP, LTV, KPI, demand generation, and others
- **Technology understanding**: VPS Virtual Private Servers, Hybrids cloud, Cloud & Hosting Services, IoT, IP-VPN, SaaS, PaaS, Cloud Computing, Business Intelligence, SaaS CRM, ERP, IoT, VoIP, and others
- **Methodology**: PMP methods, PMBOK, Lean Sigma, ITIL3. (No certifications)
- **Soft Skills**: Able to build a network of clients with effective business communication style, rapport and trust. Collaborative mentality within a cross-functional teams, and aligned internal-external communication deliverables, and relevant considerations of customer satisfaction. Goal effectiveness oriented.
- **Languages**: Speak 5 languages at different levels
- **Presentation**: Graphic Design | Video Production

EDUCATION

POSTGRADUATED DIPLOMA:

Postgraduates Diploma / Degree
08.1998 - 06.2000

Diploma - Post-Title Fine Arts and New Technologies, With mention in Multi-Media Interactive. Graduated on 01.06.2000, Universidad de Chile. Santiago, Chile.

Please click in the following link:

[Diploma Degree](#)

BACHELOR DEGREE :

B.A. Communication **JOURNALISM (ungrad.)**
03.1995 - 06.1998
Universidad Diego Portales. Santiago, Chile.

Specialization Degree: DESIGN :

Industrial Design and Graphic Design
03.1992 - 12.1994
Universidad Diego Portales - IPEVE
Santiago, Chile

BACHELOR DEGREE :

B.A. Communication: **PUBLICIST** :
Mention in Marketing and Design
03.1987 - 01.1992 (Graduated)
IPEVE Institute for Journalism, Marketing and Sales / Universidad Diego Portales -, Santiago, Chile

Please click in the following link:

[Diploma Degree](#)

WORK EXPERIENCE

● **ACB INGENIERIA LTD. www.acbingeneria.cl**

CMO - Head PM Marketing] Communication 10.2010— Today

Tasks and Responsibilities:

Works as a Marketing and Communication Officer at ACB Ingenieria.

Lead market Intelligence team to provide competitive market analytics, consistent data, business intelligence to Sales, Marketing, Business Development, and CEO.

● **Head Communication PM & Marketing 11.2006 / 12.2010**

● **Senior Communication PM / Marketing Specialist. 11.2001 / 11.2006**

● **ACB Incubator - Private Investors Consultant – 07.2011 - Current.**

International Investment –in Australia and Hong Kong

Project Manager and Liaison

DIGITAL CORP. SA.

Project Manager and Operations

from 10.1998 - 10.2001 - Santiago, Chile

HYPERMEDIA LTD.

Product Manager & MACROMEDIA Evangelist-Instructor :

Flash, Dreamweaver, Director

from 01.1998 - 10.1998 - Santiago, Chile-

UNIVERSITY DIEGO PORTALES

Assistant teacher for Statistic Professor

IPEVE - Universidad Diego Portales 1991-1994

Santiago de Chile

PROFESSIONAL SKILLS

- Leadership
- Communication
- Strategy and Business Development
- Team Management
- Time /Budget Management
- Marketing-Business Acumen
- Service Design
- Critical Thinking, Decision Making,
- Problem Solving, De-escalation of Conflict during negotiations in diverse industrie
- Empowering team cooperation and participation.
- Change management
- PM Techniques
- Team Work
- Customer Focus, User Experience
- **Please click in the following link: [Summary of Skills](#)**

TECHNICAL SKILLS

Good understanding of: VPS Virtual Private Servers, Hybrids cloud, Cloud & Hosting Services, IoT, IP-VPN, SaaS, PaaS, Business Intelligence, CRM, ERP and other

- **Please click in the following links for examples of my work:**
 - [Business Case: DMS -Documentary management system](#)
 - [Proj. Manager Task and Responsibilities Lifecycle](#)
 - [Other Project Management examples](#)
- PC knowledge: Apple MAC iOS /PC environments, Agile Process | Big-Data analysis
- Web-Social Media, Branding , iOS Graphic Design Software,
Please click in the following links for examples of my work:
 - [Example Marketing Videos, Exposé and Flyer](#)
- Internet: Advanced Internet Research, Web content, SEO, Analytics, blogging,
- **Please click in the following links for examples of marketing work:**
 - JESSBLOG: [Marketing | Technology | Business | PM Blog](#)
- Office: Word, Excel, PowerPoint, CRM, ERP and SAP.
- Affinity with new technological and generational trends, and improvements

LANGUAGES SKILLS

- German : Intermedium Level (Reading, Written and Spoken)
- Spanish : Native Speaker (Reading, Written and Spoken)
- English : Fluent Business Level (Reading, Written and Spoken)
- Portuguese : Fluent Level (Reading, Written and Spoken)
- Italian : Basic-Intermedium Level – Reading Medium, Written

PERSONAL INFORMATION

- Family Name : Jessica Holzwarth (Born as Jessica Carril-Vilches)
- Status : Married
- Travel willingness : Yes (High)
- Immigration Status : Work + Permanent Resident in EU-Germany, since 2006
- Citizenship : Chilean. (In process & Applying to German citizenship).
- Availability : Immediately
- Salary Expectation : Fair market wage + benefits
- Website : [Jess Holzwarth Website](#)
- Email : jess.holzwarth@me.com
- Phone : +49 281 41978040 / +49 174 8472083
- Address : Fliederweg 3, 46485 Wesel, Düsseldorf, NRW, Germany
- Hobbies : Archery Recurve, Blogging, Technology, Reading, Design, Architecture

Dear Madam and Sir, I sincerely hope that I have given you a clear picture of my background and abilities for this position. I would be very pleased to hear from you and an invitation for an interview.

Thanking your considerations,
Kindest Regards,



Jessica Holzwarth
(Born as Jessica Carril Vilches)



WEBSITE



JESSBLOG



REFERENCES

Employer ACB Ingenieria Ltd.

Contact: Mr. Alvaro Carmona

Position: CEO,

Country: Santiago, Chile

Mobile: 0056 9 84094595

Office Phone-Direct: 0056 2 25712802

Company Phone: 0056 2 25712800

E-mail: acarmona@acbingenieria.cl URL: www.acbingenieria.cl

Period: 2001 – today

Please click in the following link: [Letter of Reference of ACB Ingenieria](#)

Employer: Private Investors.

Contact person: Mr. Barry Biggins

Title: International Private Investors (Australia)

Country: Adelaide, Australia

Mobile: 0061 41 2028562

E-mail: barrybiggins@internode.on.net

Period: 2011 – today

Please click in the following link: [Letter of Reference Mr.Biggins](#)

Page 1-2

Contact person: Mr. Michael Tam Loi Tak

Title: Private Investor (Hong Kong)

Country: Kowloon, HK-SAR

Mobile: 0085 294607429

Period: 2001-today

Please click in the following link: [Letter of Reference Mr.Tam](#)

Page 3

Other References, please click in the same link: [Other References](#)

Page 4-5
