



JESSICA CARRIL VILCHES  
Nombre Legal en Alemania: Jessica Holzwarth  
Fliederweg 3  
46485-Wesel  
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Curriculum Vitae

## MOTIVATION

As your candidate, I implement content marketing, sales and user experience strategies. Experienced in brand awareness, and business strategy development. Expert in areas of internal and external communication, and project management. Adjust feasibility of technologies to customer needs in the field of Advanced Smart Cloud services such as a Artificial Intelligence applied in sales, financial, manufacture, production etc. I analyze and optimize user experience, content creation, facilitate coordination and problem solving within teams. I can work as a leader, team player, or self-stander depending on task, goals, scope, or deliverables. I count with many degrees in communications and new technology sphere, I versed in many languages and I can produce any type of content to engage customer satisfaction

### 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
- **Content Marketing**, marketing automation, traditional and digital strategies, B2B, B2C strategy, brand activation, marketing strategy; Statistics: marketing analytics, data modeling, behavioral data optimization, predictive analytics, categorical data tools DMP, LTV, KPI, demand generation, and others
- **Technology understanding:** RPA- Robotic Process Automation, VPS Virtual Private Servers, Hybrids cloud, Cloud & Hosting Services, IoT, IP-VPN, SaaS, PaaS, Cloud Computing, SaaS CRM, ERP , IoT, VoIP , and others
- **Methodology:** PMP methods, PMBOK, Lean Sigma, ITIL3. (No certifications)
- **Soft Skills:** Able to effectively engage business communication style to build trust. Collaborative cross-functional teams, and aligned internal-external communication deliverables, and relevant considerations of customer satisfaction.
- **Languages:** Speak 5 languages at different levels (Spanish, English, German, Portuguese and Italian)
- **Trade Fair, Exhibition Presentation:** Graphic Design | Video Production

## EDUCATION

### POSTGRADUATED DIPLOM:

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:

[View Diploma](#)

[View Title Certificate](#)

### BACHELOR DEGREE :

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

[View Studies Certificate](#)

### DESIGN

Industrial Design and Graphic Design  
03.1992 - 12.1994  
Universidad Diego Portales  
Santiago, Chile  
[View Studies Certificate](#)

### BACHELOR DEGREE :

B.A. Communication: **PUBLICIST :**  
Mention in Marketing and Design  
03.1987 - 01.1992 (Graduated)  
Universidad Diego Portales - IPEVE,  
Santiago, Chile  
[View Title Certificate](#)  
[View Studies Certificate](#)

## WORK EXPERIENCE

### ACB INGENIERIA LTD. [www.acbingenieria.cl](http://www.acbingenieria.cl)

11.2001-today in the following positions:

From Germany since 2006

#### CMO - Head PM Marketing ] Communication

**10.2010— Today**

Tasks and Responsibilities:

Works as a Marketing and Communication Officer at ACB and 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**

— PM Liaison

### DIGITAL CORP. SA.

#### Project Manager and Operations

**10.1998 - 10.2001**

Santiago, Chile

### HYPERMEDIA LTD.

#### Product Manager & MACROMEDIA

Evangelist-Instructor :

Flash, Dreamweaver, Director

**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 industries
- Empowering team cooperation and participation.
- Change management
- PM Techniques
- Teamwork
- Customer Focus, User Experience
- Please click in the following link:

[View Summary Skills](#)

## TECHNICAL SKILLS

- PC knowledge: Apple MAC iOS /PC environments, Agile Process | Big-Data analysis | Web Analytics
- Web-Social Media, Branding , iOS Graphic Design Software,

*Please click in the following links for examples of my work:*

- [Example View Marketing Content](#)
- [JESSBLOG: View Marketing | Sales |Technology |Business | PM Blog Articles](#)

Good understanding of Cloud-Smart Advance Services :

VPS Virtual Private Servers, Robotic Process Automation, 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:*

- [View Business Case: DMS -Documentary management system](#)
- [View Proj. Manager Task and Responsibilities Lifecycle](#)
- [View Other Project Management examples](#)

- Internet: Advanced Internet Research, Web content, SEO, Analytics, blogging,
- 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)
- Chilean ID : 9770961-0
- Travel willingness : Yes (High)
- Willing to relocate : Yes (High)
- Immigration Status : Permanent Resident in Germany, since 2006
- Citizenship : Chilean
- Availability : Immediately
- Salary Expectation : Fair market wage + benefits
- Website : [View Jess Holzwarth Website](#)
- Email : [jess.holzwarth@me.com](mailto: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 Carril Vilches  
Family Name: Jessica Holzwarth

## REFERENCES

### **Employer ACB Ingenieria Ltd. Chile**

Contact: Mr. Alvaro Carmona, CEO,  
Mobile: 0056 9 84094595  
Office Phone-Direct: 0056 2 25712802  
E-mail: acarmona@acbingenieria.cl

[View Letter of Reference](#)

### **Private Investors. Australia**

Contact person: Mr. Barry Biggins  
Title: International Private Investors  
Mobile: 0061 41 2028562  
E-mail: barrybiggins@internode.on.net Period: 2011 – today  
[View Letter of Reference](#)

### **Employer: Private Investors. Hong Kong**

Contact person: Mr. Michael Tam Loi Tak  
Title: Private Investor (Hong Kong)  
Country: Kowloon, HK-SAR  
Mobile: 0085 294607429  
Period: 2001-today  
[View Letter of Reference](#)

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