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# Cristhian Martínez Ochoa

Nationality: Mexican  
Current city: Guadalajara, Jalisco

## Contact

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## Education

### Electronics Engineering

ITESO, Guadalajara, Jalisco.

- Class 2006.

### Diploma in Finance

ITESM Culiacán.

- Summer 2006.

## Work Experience

### Senior IT Consultant

*Freelance*

Guadalajara, Jalisco - November 2011 - Current

Information technology consultant.

Project management and consulting of process improvement for software development companies in Mexico and Latin America.

Design and management of cloud based infrastructure (Amazon Web Services) for WEB optimization.

**Courses, conferences and webinars taught:** Strategic planning, project management, software development lifecycles, knowledge management, quality, sales, requirements management, project estimation and risk management.

**Methodologies:** PMBOK, Agile and BABOK (Business Analyst Book of Knowledge).

**Languages:** C/C++, HTML, PHP and Bash (Linux).

- NGINX Web Server.

- Author of "<https://webinoly.com/en/>" (Open Source project).

### Qualtop

*Process Improvement Consultant*

Guadalajara, Jalisco - October 2009 – September 2011.

Consultant for software development companies.

Project manager and process improvement consultant.

Informal Moprosoft & ISO/IEC 15504 appraisals.

Experience in DEV and SVC (both) CMMI constellations. Team member on two SCAMPI "A" CMMI appraisals.

Sales and business relationships with customers for process improvement projects in the state of Sinaloa and Mexico City.

### Microsoft Mexico

*Local Partner Account Manager*

Culiacan, Sinaloa / Mexico, DF - February 2007 – July 2009.

Commercial Manager for Business Partners in the state of Sinaloa.

Microsoft licensing specialist.

Responsible for building, maintaining and managing relationships with current and prospective channel partners through excellence in partner sales, marketing, and relationship management.

Ensure that partners are technically enabled and ready to sell Microsoft products and solutions, to implement joint demand-generation activities, and to manage opportunity pipelines.

Facilitates growth by helping to identify new business opportunities and responsible for helping partners sell programs, solutions and services to existing or prospective clients.

### **CEGA Software**

Culiacán, Sinaloa. - 2004 - 2009

Electronic Design Engineer / Quality Consultant.

Electronic digital circuit design and C/C++ and Assembler programming for micro controllers. (2004 - 2009)

Participation in more than 20 Moprosoft projects for software development companies. (2007 - 2009)

### **Comisión Nacional Forestal (National Forestry Office)**

Social Service. (Guadalajara, Jalisco). - Ago 2005 – Jul 2006

Design of external power device and autonomous battery charger for IPAQ computers (Mobile Devices).

### **Courses & Certifications**

- ✓ **Artificial Intelligence** - Columbia University (Online). 2017.
- ✓ **Introduction to CMMI v1.3 (Dev & Svc)** - CMMI Institute Official Course, Guadalajara, Jalisco. 2013.
- ✓ **Introduction to CMMI v1.2 (Dev & Svc)** - SEI Official Course, Guadalajara, Jalisco. 2010.
- ✓ **ITIL Seminary** - (2010)
- ✓ **Course for appraisals (ISO/IEC 15504)** - (2007)
- ✓ **Project Management** - (2007)
- ✓ **Diploma in Professional Audio** - (2004)
- ✓ **Electromechanical Technician** - (1996 – 1999)
- ✓ **Computer Systems Technician** - (1994 – 1996)

### **Languages**

**Native Language:** Spanish

**English:** 85%