

Cristhian Martínez Ochoa

Senior IT Consultant



I'm an engineer and IT professional based in Mexico.

Passionate about software development and web

backend performance tuning.



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📍 Guadalajara, Jalisco

📍 Mexico

Overview

I've been in the IT industry for more than ten years, mainly as project manager and consultant with focus on information technologies and process improvement for software development companies/teams. Business relationships and sales have been a fundamental part of my experience in different regions and also strengthened my profile in this sector.

My technical skills and constant study of new technologies coupled with the business side have been key to my professional growth, plus various personal entrepreneurship projects in diverse fields of business.

Education

Instituto Tecnológico de Estudios Superiores de Occidente (ITESO)

Electronics Engineering | Class: 2006 at Guadalajara, Jal, Mexico.

Instituto Tecnológico de Estudios Superiores de Monterrey (ITESM)

Diploma in Finance | Summer 2006 at Culiacán, Sin, Mexico.

Work Experience

Senior IT Consultant

Period: November 2011 - Current

Full time (*Freelance*)

Guadalajara, Jal.

· Mexico

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 Webinolý (Open Source project).

Qualtop

Process Improvement Consultant

Period: October 2009 - September 2011

Full time

Guadalajara, Jal.

· Mexico

Process Improvement 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 México

Local Partner Account Manager

Period: February 2007 - July 2009

Full time

Culiacan and Mexico City

· Mexico

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

Design Engineer / Consultant

Period: 2004 - 2009

Partial time

Culiacan, Sin.

· Mexico

Electronic Design Engineer / Quality Consultant.

- Electronic digital circuit design and C/C++ and Assembler programming for micro controllers. (2004 - 2009)
- Involved in more than 20 Moprosoft projects for software development companies. (2007 - 2009)

Skills

ENGLISH



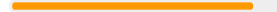
ORAL COMUNICACION



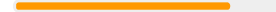
PROCESS IMPROVEMENT



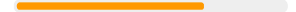
PROJECT MANAGEMENT



STRATEGIC PLANNING



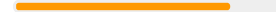
SOFTWARE DEV



SALES AND NEGOTIATING



AWS / WEB



ELECTRONIC DESIGN



Oral Communication - Ability to communicate effectively to different audiences demonstrating trust and adapting language is an everyday skill as a consultant and key in a good negotiation.

Goal-oriented - The approach based on results during my stay at Microsoft was fundamental for meeting the rigorous quarterly established goals, where I achieved and got over the goal in 8 of 9 quarters and three times I was in the top three places of growth.

Self-taught person - The IT industry requires special skills to keep abreast of new technologies, as a consultant often exposed to being inquired, studying is essential to meet the continuing customer expectations.

Leadership - Being a change agent in a process improvement project is essential for success, as well as positively influence to all members of the organization.

Multidisciplinary - Moprosoft model-framework implementation requires mastery of at least nine areas covering business and operations management. Over 40 successful projects are the basis to keep studying everyday.

Management - Assist customers across the country becomes a challenge to meet the commitments, whether personal or with customers; managing projects effectively is an essential quality.

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

Qualtop, Guadalajara, Jalisco. 2010

ISO/IEC 15504 Appraisals

JPE Consulting, Culiacán, Sinaloa. 2007

Project Management

CEGA Software, Culiacán, Sinaloa. 2007

Diploma in Professional Audio

Uxmalase College of Audio, Guadalajara, Jalisco. 2004

Electromechanical Technician

CBTis 224 School, Culiacán, Sinaloa. 1996 - 1999

Computer Systems Technician

CETEC, Culiacán, Sinaloa. 1994 - 1996