

INGENIERO PERFECTO JUAN AUGUSTO ARAUJO MAHON

Experience 2001-2002 PDVSA, CRP, Amuay¹ Punto Fijo, Falcón

Manager's Assistant

- Review processes for the preparation and translation of Manuals of Guidelines and Standards for Improvement of Plant Stop Processes in all PDVSA facilities in accordance with the best worldwide practices.

1999-2001 CORPORACION FIAR, C.A. Caracas, DF

President

- Supply safety boots and clothing for the Directorate of Construction and Maintenance of the Army (DICOMAE)

- Design Engineer, preparing specifications for the bidding documents in English of process equipment for refineries of PDVSA, CRP, Amuay in Punto Fijo, Falcón.

1991-1998 PDVSA, CRP-Cardon Punto Fijo, Falcon

Procurement Leader for Major Projects

- Supervision and Coordination of procurement equipment with +15 employees for projects for which the execution exceeded 350 million dollars.

- "Fast Track"² Purchase Process Leader in projects whose engineering was developing and unfinished and/or changes in scope or acceleration for economic reasons or due to various kinds delays.

- Evaluation of manufacturers and development of matrixes for selection thereof. Presentation of the list of recommended manufacturers to manufacture critical equipment for the Mayor Tender Committee.

- Participate in bids, requests and analysis of offers to be granted.

- Negotiating prices and conditions for Purchase Orders and Contracts.

¹ **Comment 1:** (The CRP is the "Paraguana" Refining Center of PDVSA and is the largest in the world, with refining capacity of 900,000 Barrels per day)

² **Comment 2:** "Fast Track" is a term used to indicate accelerated execution. It involves taking special actions to achieve the fastest fulfillment rather than traditional methods and without putting in danger neither quality nor safety and taking best possible care of costs.

- Coordination of logistics for transporting critical equipment in a Hercules plane and its arrival at the local "Josefa Camejo" Airport.

1986-1987 PDVSA, CRP-Cardon Punto Fijo, Falcon

Quality Control Supervisor

- Supervisor of 6 employees for the Inspection and CC of materials, chemicals and equipment of the PDVSA Refining Division in Cardon.

- Preparing hose specifications to handle hydrocarbons in all PDVSA facilities.

- Selection, evaluation and certification of suppliers and manufacturers.

- Preparing rejection reports and claims for correcting problems, replacing defective materials or equipment.

1985-1986 PDVSA, CRP-Cardon Punto Fijo, Falcon

Storage Chief

- Supervisor of 35 employees to ensure reception, identification, storage, custody, protection and delivery of more than 10,000 items of materials, equipment, spare parts and chemicals stored in 100,000 m², including covered and open warehouses.

Experience

1982-1985 PDVSA, CRP-Cardon Punto Fijo, Falcon

Purchases Supervisor

- Supervisor of 5 employees for the purchase of equipment, materials, spare parts and equipment for maintenance for the refinery and tanker fleet.

- Corporate Purchasing of equipment for Contingency Plan in Cases of Oil Spills, in the amount of \$19 million.

- Purchasing new technology equipment to replace obsolete equipment.

Experience

1980-1981 CARTON DE VENEZUELA Valencia, Carabobo

Corporate Purchasing Manager

- Supervisor of Purchasing Managers of the 7 plants of the corporation to ensure optimization of purchases of raw materials, equipment and spare parts complying with standards and procedures.

- Leader in rationing spare parts with \$300 thousand savings in one year.

1975-1980 FORD MOTOR DE VENEZUELA Valencia, Carabobo

Plant Expansion Manager

- Manager, responsible for coordinating Manufacture, Production and Quality Control, reporting to the Director of Manufacturing for the modification of the plant for a new emblematic vehicle of the corporation.

Materials Control Manager

- Responsible for the guidelines, procedures, strategies and supervision of 45 employees to ensure timely supply of parts and pieces to the production lines according to schedule.

Manufacturing Facilities Supervisor

- Supervisor of 3 employees, responsible for designing and proposing modifications, new equipment, methods and tools for optimizing vehicle assembly operations.

Packaging Engineer

- Design modifications to the CKD³ boxes to repair damages for vehicle parts during transport.

Process Engineer

- Authorize and supervise manufacturing and assembly processes of vehicles to ensure their quality.

1972-1978 “JOSE RAFAEL POCATERRA” SCHOOL Valencia, Carabobo

English Teacher

- English teacher of 10th and 11th grade during night classes.

- Member of the regional jury of examining English teachers for high school education in Valencia.

³ **Comment 3:** CKD refers to “Complete Knock Down” or freely translated means: completely disassembled parts, i.e., parts for vehicles imported with preferential taxes.

Education

- 1963 "Mariano de Talavera" School, PuntoFijo, Falcon, Venezuela
Diploma in Science
- 1969 Naval Academy of Venezuela, Meseta de Mamo, Vargas, Venezuela
1st Midshipman
- 1978 "Carabobo" University, Valencia, Carabobo, Venezuela
Mechanical Engineer, CIV: 23.503
- 1986 Pennsylvania State University, Pennsylvania, USA
Strategic Purchasing Management Program

Abilities

- 23 years of experience in Procurement Management for the Venezuelan automotive, paper and oil industry, frequently traveling abroad for negotiation and placement of purchase orders, coordinating manufacturing starts, changes in scope, specifications, claims, delays and contract terminations.
- Fully bilingual in English and Spanish. Able to understand French and Portuguese.
- University specialization courses in the area of Strategic Management of Procurement and other levels of negotiations, customs, handling hazardous substances and environments, monitoring, management, drafting claims, process reengineering, integration of work groups at different levels.
- Ease to relate with different cultures, nationalities and positions inside and outside companies including managerial, business owners and military.
- Negotiation of contracts and purchase orders, licenses, distribution channels, spare parts, service agreements, special treatments, claims and closing of contracts, both within the country and abroad.
- 9 years experience in Procurement Management for "fast track" projects in the Venezuelan oil industry.
- Extensive understanding of Commercial Engineering Processes and Procedures. Expert understanding of automated procurement systems and reengineering process attempts.
- Excellent analysis and trouble shooting abilities.
- Extensive experience in developing matrixes and parameters to measure the reliability and responsiveness of suppliers and lasting relationships with suppliers.
- Knowledge of Windows, Office, Excel, Word and web access.

- Experience developing and communicating policies to ensure compliance of activities with procedural policies and Company practices.
- Proactive and self motivated, with a transparent commercial disposition and the ability to make decisions in accordance with an environment of fast and low-pressure events.
- Integrity, honesty, loyalty and commitment to work in the most efficient and best way, at all times protecting the interests of the company.

Interests

- Member of the Regional Committee of the College of Engineers Against Illegal exercise of the profession, Sectional Punto Fijo, State of Falcón.

Courses

- **Productive Tools. Strategies for New Management**

“Simon Bolivar” University, Caracas, Venezuela, July 2002

- **Business Vision II**

IESA, Caracas, Venezuela, 1994

- **Effective Negotiation Techniques**

CEPET, Cardon, Punto Fijo, Falcon, Venezuela, 1986

- **Project Orientation/Team Building Seminar**

Cardon Conversion Project, Punto Fijo, Falcon, Venezuela, 1986

- **Basic Supervision Techniques**

CEPET, Cardon, Punto Fijo, Falcon, Venezuela, 1985

- **Dangerous Goods Seminar**

Profit Freight Systems, Caracas, Venezuela, 1985

- **Customs Documentation and Processing**

Customs’ Consultants for Management Training, Caracas, Venezuela, 1981

- **Project Control Seminar**

Sven R. Hed, Caracas 1977