

# José Alejandro Patiño

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## Professional Experience

- **Analema Corporation: General Manager (Jan 2002 – Current)**

Developed an e-commerce methodology that helps importers, exporters and local agents to reduce market asymmetries in an online marketplace. Today, the website somosnegocios.com hosts more than 8000 exporters from several countries, mainly from China. The customer base in other countries comprises about 60 SMEs with services contracted from Analema in a yearly basis. They also request custom sourcing projects and maintenance for web applications, CRM consultancy, on demand.

As a Multinational Enterprise, Analema was recently established, in Hong Kong, the firm started to engage directly in Import – export business from China, including the pursuit of procurement services, contract manufacturing to clients in Hispanic countries. Today, Analema operates and develops online properties that are monetized through e-commerce sales. These properties operate as independent online stores with its own branding, inventory and pricing.

- **Venezuelan Embassy at Tokyo: Consultant (Oct 2007 - March 2008)**

Trade Section data research and Relationship Management System Integration.

## Education

Name of the Institution	Title Obtained	Concentration	Period
Hiroshima University	Master degree	Management	2006-2008
Universidad Simon Bolivar	Bachelor degree	International Trade	1996-2000
U.E. Colegio San Luis	High School degree	Humanities	1994-1996

## Software and other skills

Experience formulating, evaluating and implementing Business Plans. Customer oriented, self-starter. Autodidact. Cross Cultural Negotiation and Sales skills. Procurement skills. Beyond average MS Office software user. Practical skills related to WEB 2.0 and Internet applications for business. Freelance Graphic and Web designer. Fundamentals of financial technical analysis and chart interpretation: SPSS, Meta Trader. Price analysis and forecast.

## Languages

Spanish (Native), English (Fluent, TOEIC 960), Japanese (Conversational + kana)

## Additional Information

**Place of Origin:** Caracas – Venezuela, February 20, 1980.

- Available for relocation -

**Awards:** Mombukagakusho scholarship, Fundayacucho Excellence Scholarship.

**Publications:** Japanese Multinational Enterprises in Spain: Determinants of their performance, Hiroshima University, Faculty of International Development and Cooperation, 2008.

**Residence:** Taguig City, Manila, NCR, Philippines

**Civil status:** Married.

**Sports and Hobbies:** Aikido (2<sup>nd</sup> Kyu), Running, Writing, Web design and Multimedia.

## References

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Ambassador of Veneuela in Japan H.E. Seiko Ishikawa +81.3.3409.1501  
Professor Tatsuo Kimbara, PhD +81.82-4246905