

MARIELA VERÓNICA RODRÍGUEZ
Guido 445, Tower 1 1"D" (1878) Quilmes
Tel: (54911) **4989-2110**
Birthdate: 28 de Mayo, 1976.
mrodriguezrocca@gmail.com

OVERVIEW

Continue growing in my professional career performing executive functions in companies where I can apply the experience acquired in different companies and public sector that I been working.

EDUCATION

UNIVERSITY

Bachelor of Arts in Economics, Argentine University of Business (UADE), (1994- 1999)

PROFESSIONAL EXPERIENCE

2017 Mar – present: Coordinator of Monitoring and Follow-up and advice in the area of International Financing of the AMBA Public Health Network Project

Coordinator of Monitoring and Follow-up: Functions and Tasks:
Contribute to the planning processes; provide methodologies and tools that allow establishing measures and strategies to make the axes of the Project compatible with the health and infrastructural reality of the adhering municipalities.
Strengthen the design of health and management indicators, as well as carry out their monitoring and follow-up in the different Municipalities.
Advise and participate in the articulation and integration processes with municipal leaders.
Contribute to the processing and analysis of the information resulting from monitoring, follow-up and evaluation so that it can be disclosed and capitalized.

International Financing Advisor - Functions and Tasks:
First Operation of the Program for Strengthening and Integration of Health Networks of the Province of Buenos Aires (Loan AR-L1312, First Line of Conditional Credit –CCLIP- that is implemented in the Argentine Republic): Advise the actions tending to the design, formulation and negotiation stages with the Inter-American Development Bank (IDB) for the implementation in everything related to the sanitary and administrative-financial aspects. Organize and supervise all the activities to initiate the execution of the Loan, in close coordination with the territorial municipal teams to account for the fulfillment of performance indicators.
Inland Metropolitan Areas Development Program - DAMI II (IDB Loan 3780 / OC-AR): Advise on tasks related to program execution, specifically related to obtaining retroactive financing and executing procurement and contracting processes.

Staff management: 4 consultants

2015 Dec – 2017 Mar: Assistant Secretary for Monitoring and Management coordination – Quilmes Municipality

Developing a system for monitoring projects and evaluating the results of public management, promoting compliance with the principles of efficiency, opportunity, economy, productivity and administrative simplicity.

Coordination between all areas of the administration, the planning of the Municipal Management Plan within the framework of its Strategic Planning system, in order to ensure that all initiatives are aligned with the proposed management axes and the necessary resources are allocated consistently.

Monitoring of all prioritized projects executed by the Secretary of Health and the Secretary of Social Development

2000 Dec.- 2014 May: Atos Argentina S.A
2011 Jul. – 2014 May: Regional Manager of Systems Integration (Austral Andina) in charge of Argentina, Chile and Colombia's operations. I managed business of SAP, Systems Integration and Application Management.

Responsibilities:
Staff management: 480 consultants.
Projects follow up at management level.
Fertilization in our customers.
Projects P&L
Head of Presales
Services offering at region level
Together with sales, development of new prospects.
In charge of merging operations areas between Systems Integration from Atos Origin Argentina and SIS Siemens Argentina.
In charge of Quality department, implementing ISO 9000, ISO14000, and others quality practices.
Reporting to Atos SAP Global for our business in LATAM
Development of training plans for new talents in many technologies for Testing Factory, Software Factory and SAP
Budget owner.

Reporting to: Regional CEO for Argentina, Chile and Colombia (Austral Andina) and Systems Integration Director LATAM

2008 Jan- 2011 Jul.: SAP Manager in charge of Argentina's operations for SAP business.

Responsibilities:
Staff Management: 140 SAP consultants.
Projects follow up.
Fertilization in our customers.
Projects P&L
Head of Presales
Together with sales, development of new prospects.
Development of training plans for new talents in SAP
Budget owner.
Relationship with Atos Origin Global to implement global methodologies.

Reporting to: COO

Main Goals:
Increase SAP head count (from 70 consultants in 2008 to 140 consultants in 2011)
Improvement in revenue company participation

Improvement in SAP profitability
Adding strategic clients in the company winning SAP projects and services.
Successful SAP projects that gave us better references in Argentina and around the world.

2006 Jan- 2007 Dec.: SAP Presales in charge of Argentina SAP Presales.

Responsibilities:
Fertilization in our existing clients.
Development new prospects with sales area.
In charge of preparing proposal in Spanish and English
Responsible of project or service staff
P&L preparation

Reporting to: SAP Service Line Manager

Main Goals:
Adding strategic clients in the company winning SAP projects and services.
Successful staffing and P&L projects that allowed us to improve our profitability and references

2000 Dec. - 2005 Dec.: SAP Sr Consultant specialization in PS (Project System), MM (Material Management), CO (Controlling), PA (Profitability Analysis) y AA (Asset Accounting)

1998 Mar- 2000 Dic.: Controlling Analyst Sr in Totalgaz Argentina (now Total Especialidades Argentina)

Responsibilities:
In charge of budgeting and controlling for expense and investment budget.
Reporting to Total France monthy our results.
Plan preparation to reduce company costs.
Key User of SAP MM, CO and AM modules during SAP implantation in April 1999. In charge of trained final users and post production support.

LANGUAGES

ITALIAN Fluent in written and oral forms.
Ausonia Institute (primary and high school)

INGLES Fluent in written and oral forms.
British English Institute during 10 years.
Particular lessons at Atos.

CONFERENCES AND SEMINARS ATTENDED

2012 **-Sapphire event, Orlando, USA**
- Coloquio de IDEA, Buenos Aires, Argentina

2011 **-Sapphire event, Orlando, USA**
- Coloquio de IDEA, Buenos Aires, Argentina

2010 **-Sapphire event, Orlando, USA**
- Coloquio de IDEA, Buenos Aires, Argentina

2008 **- Sapphire Event. Berlin, Germany**