

Raul Gonzalez-Osuna

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650-450-2077

SUMMARY

- Experienced in project budget analysis, outsourcing strategies, and contract management.
- Strong background on consumer patterns in LATAM markets.
- Proven ability to deliver high quality products and services on schedule and under budget.
- Excellent interpersonal skills in communications, client relations, and negotiation.

EXPERIENCE

Country Lead (Google Maps Mexico)

Google Inc., Mountain View, CA.

03/2010 – Present

- Created and enhanced current production policy for the Mexican market.
- Elaborated and updated training materials and programs for new hires as well as current employees.
- Ramped up operations at the Kirkland Wa. office involving training of new hires.
- Involved in project planning, workflow analysis and review, quality and implementation tracking, communication with other teams around the world

Commercial Manager

GOS Soluciones Corporativas S.A., Mexico City, Mexico

08/2004 – 12/2009

- Devised pricing methodologies and industry strategies through economic and business analysis
- Ran risk assessment and mitigation strategies for corporate and government contracts.
- Worked with technical specialist regarding external resource requirements and product specifications.
- Handled the tasks of negotiating terms and conditions with vendors.

Resort Research

RCI Mexico, Mexico City, Mexico

08/2003 – 08/2004

- Filed investigations on resorts
- Negotiated with client complaints
- Resort Rating

Production Assistant (Internship)

Channel 6, Palo Alto, CA.

10/2001 – 02/2002

- Scheduled Interviews
- Translation

Sales Associate (Summer Job)

A/X Armani Exchange, Palo Alto, CA.

04/2001 – 08/2004

- Merchandised designer men's wear
- Extensive work with visual standards and merchandising

EDUCATION, TRAINING, AND CERTIFICATIONS

Education

- B.S. in Communications, Universidad Anahuac, Mexico City, Mexico.
- Advertising Postgrade, Centro de Estudios en Ciencias de la comunicación, Mexico City, Mexico.

Languages

- Spanish (Native)
- Portuguese (Beginner)