

SUMMARY OF CV

GENERAL DATA

Rodrigo Ramón Gómez Tregent.

Date of birth; September 1st. 1945
Citizenship: Cuban.
Civil status: Married.
Profession : MSc. Naval Architect.
Native language Spanish
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STUDIES.

- My early English language learning was at Ruston Academy (Kindergarten to 5th grade) an American school where all subjects were imparted in English, except for very specific ones, in Spanish. Students were 70% American or foreign. Common language out of classes, was English.
- I studied my Polish language during my 7 years stay in Poland for higher studies, where I studied for one year the Polish language at the University of Lodz. After this, I studied and graduated from MSc. Naval Architect at the Gdansk Polytechnic University. All classes, exams, projects, and my Master's Degree Thesis were developed in Polish Language. During this period I was frequently called upon to act as a simultaneous interpreter in both directions, including several times called by my Embassy.

PROFESSIONAL EXPERIENCE.

Once graduated in Poland, in 1970, I worked for the next 20 years within the Cuban Ministry of Fisheries at different positions, what resulted in achieving a wide range of managing-technical-economic experience. As a short summary:

- Achieved a wide experience as General Designer of different types of vessels as well as of 4 specialized technological development projects of shipyards. Developed and controlled "Critical Routes" for most of these projects,
- Supervised the construction of steel vessels in foreign shipyards:
 - For 3 ½ years, a series of 26 huge 105 m. length new steel, stern fishing trawlers, at Vigo, Spain.
 - For 1 ½ years, a 28 m. length, large shrimp trawler for Mozambique, in Normandy, France, when I learned and communicated in French language.
- For 8 years worked in the Ministry's Investments Direction. Within that period I:
 - Worked as Head of the Assurance of Technological Equipment Department, for investments, participated in technical-economical discussions of quoted by foreign supplier's equipment (mainly in English) up to the stage of deciding which offer was to be imported. Also directly participated in the start-up of 4 specialized fish processing lines, installing the purchased equipment.
 - During 9 months led a special group of 5 highly-ranked specialists in different (relevant for this project) disciplines, to elaborate an "Investment Analysis" for the approval of the construction of 5 new tuna longline vessels capable to freeze the catches to minus 60 degrees C. The analysis was approved by the Cuban Ministry of Economy, concluding that "the investment would be recovered in 3.8 years". This was a great high level technical-economical experience.
 - During one year, replaced the Director of Investments of the Ministry, when he was away.
- For the next 2-3 years performed as Technical Deputy Director in the "Cuban Tuna Fishing Fleet", among other functions, leading technical-commercial discussions: of spares and equipment to be purchased, as also with foreign and national shipyards quoting for the fleet vessels to be repaired.

A new challenging career was started 1990, this time on the "Paint Business)

- Was asked to work for Hempel Marine Paints, one of the worldwide leading marine paints manufacturers, I worked for them, during the next 14 years. Within that period, I:
 - Received consecutive trainings for Coating Advisors, in Spain and in Denmark.
 - Got involved in "technical-commercial sales", what included all steps as to "close the circle", starting from meeting clients (ship owners) – managing its credit risks - quoting on their request - supplying the involved paints – supervising each dry-docking - elaborating the corresponding Dry-docking Report (which in case of foreign vessels were prepared in English), and negotiating the collection of payments.
 - Prepared, and imparted near to 100 presentations or training seminars, mainly in Power Point
 - For 7 consecutive years I prepared dossiers, and exposed them in front of the jury, and invited clients, what resulted in 6, Annual Quality Awards, the highest prize in the Fair.

- At early 2011th. year was invited to work in Cuba for Jotun Marine Paints, worldwide No. 1 in sales of marine paints. Within that period, I:
 - Promoted sales of Jotun products: visiting clients, often arranging presentations and trainings.
 - Kept close contacts with Cuban importers, gaining experience in contracts, and also ways and payment instruments.
 - Provided, “Technical Service Support” (TSS) to relevant clients during dry-dockings, and treatment of several large oil storage tanks in refineries.
 - Yearly participated in JOTUN’s own stand in the International Fair of Havana. Each day imparted, Jotun presentations to invited clients, in order to promote sales, what resulted in relevant amount of paint sales and supplies.
- Starting on January 2016, I was invited by Jotun USA, and its Local Distributor, in Panama to regularly attend dry-dockings at the largest shipyard in Panama City, built as a part of the Panama Canal.
 - During 33 months, 16 completed dry-dockings were attended by me as Coating Advisor. 8 of them or vessels attended by different world-wide JOTUN offices (Singapore, Japan, Korea, and India). Daily communication with all parties, as well as Daily, and Final Dry-Docking Reports were always prepared by me in English language.
 - This attendance was stopped due to breakdown of the largest dry-dock, when the shipyard’s operations were stopped.

International experience was increased:

- Participated in 3 Annual delegations of “Groups of Experts in Cuban-Polish cooperation in the Fishing Sector”.
- Got involved, as Head of Cuban delegation in 2 consecutive meetings of the extinct CAEM (CAME in Spanish) within the Naval Construction Section:
 - 1st. one a “Groups of Experts” at former Leningrad
 - 2nd.one a meeting of “Plenipotentiaries, at Sophia, Bulgaria”.
- Participated, representing the Ministry of Fisheries, at a” Cuban – Rumanian Governmental Collaboration Session”, at Bucharest.
- Was officially selected, and approved by UNIDO (United Nations Industrial Development Organization) to occupy a good level position at their headquarters, what was never materialized.

Also expanded my positive experiences:

- Working at a Trading Polish Firm, based in Cuba, where I was trained in different purchase contracts, and documentary payment instruments, as Letters of Credit, Bills of Exchange, and ways to collect them.
- Together with a Polish friend started, introducing Polish cosmetics, toiletry, and personal care products into the Cuban market. Translation (Polish to Spanish), of each of the brochures, to be handled to Cuban clients was done.
- Working at the Cuban “Maritime Works Enterprise”, leaded the managing of “technical imports”, as equipment and spare parts for vessels and land specialized equipment, and spares.



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