

Xavier Hurtado

Connecting & Training Industrial Leaders
Industrial Marketing & Sales Author, Coach, Consultant & Speaker

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+18 years helping companies increase their profitability, competitiveness, supply chain integration, international sales and expansion to other regions.

Xavier Hurtado connects industrial leaders:

> **Buyers & qualified suppliers** (forgings, castings, CNC machining, sheet metal, plastic molding, chemical & heat treatment, coatings, assemblies, composites, raw materials and tooling) through Global Industry Sourcing Platform (capabilities inventory) + Competitiveness Pre-Audits (8 Key Factors) & Acceleration Programs + supplier days or discovery missions & B2B meetings.

Industries & OEM Supply Chains:

- ✓ **Automotive:** Honda, Toyota, Mazda, Nissan, KIA Motors, Ford, GM, BMW, Mercedes Benz, VW, Audi, Volvo, Chrysler-Fiat, Kenworth, Isuzu, Man, Daimler, Scania, International, Continental, Hino, Caterpillar, John Deere, etc),
- ✓ **Aerospace:** Boeing, Airbus, Bombardier, Embraer, Textron Aviation (Cessna, Beechcraft, Bell Helicopters), Mitsubishi, Honda Jets, Sikorsky, Gulfstream, Grumman, Lockheed Martin and General Dynamics, etc.
- ✓ **Home Appliances:** Mabe, Philips, Mabe, LG, GE, Maytag, Electrolux, Whirlpool, Sunbean, Siemens, Samsung, Fisher & Paykel, Figidaire, Bosch, Panasonic, Sony, etc.
- ✓ **Medical Devices:** Johnson & Johnson, GE, Siemens, Medtronic, Baxter, Teleflex, Conmed, Stryker, Evenflo, Covidien, Cardinal Health, 3M, Carefusion, Bayer, etc.
- ✓ **Energy:** Shell, Exxon Mobil, Valero, Pemex and alternative energies.

Author, Coach, Trainer, Consultant and Speaker on Supply Chain Integration, Industrial Marketing & Sales and Foreign Direct Investment Attraction.

Founder of the Global Expansion Academy: helping industrial leaders to grow their profitability and competitiveness.

Founder of the Headhunting Network: connecting recruiters with technicians and engineers.

Professional Experience: Current Positions

- ✓ Director International Supply Chain Integration. Industry Sourcing & Industry Reps.
- ✓ Director National Aerospace Supply Chain Development Program. FEMIA
- ✓ Director Business Development. Oil & Gas Mexico (Downstream & Upstream Operations – Onshore & Offshore). Division of the International Economic Development Group.

Previous Positions

- ✓ Director Investment Promotion & Competitiveness. Chihuahua's Ministry of Economy.
- ✓ Director Industrial Sales & Marketing Programs. Marketing Crafter, LLC & ITESM.
- ✓ Director Oil & Gas Binational Committee for USA & Mexico + Director / Member of Global Promotion Committees of Aerospace, Automotive and Energy Industrial Clusters.
- ✓ Marketing Manager. American Industries Group.