



BALMIRO MEDRANO

Business Development

With more than 24 years of extensive experience as a General Manager, Operations Director in power production and turbine maintenance, and Senior Business Development across diverse industry requirements, Technical expertise, strategic leadership, and business acumen. Expertising in Venezuela, Mexico, Panama, Colombia, South Africa, and trading from China to LATAM

Contact

sales.theqadesh@gmx.com

+17864100704

Toledo, España

[Linkedin Profile](#)



Personal skill

| | |
|----------------------|------------|
| Leadership | ██████████ |
| Strategic Networking | ██████████ |
| Problem Solving | ██████████ |
| Customer Focus | ██████████ |
| AUTOCAD/CRM/SAP | ██████████ |
| English | ██████████ |

Reference

Marcial Trujillo
CEO, Global IGT Solutions
Phone: +1 9729776211
Email: mtrujillo@globaligt.com

José Antonio Yopez
Generation Sales Representative at
W.W.Williams
Phone: +1 4078818023
Email: enerlube.yopez@gmail.com



EXPERIENCES

2023 - Current Business Development Representative

The Qadesh Group OÜ
Tallinn, Estonia

Driving revenue growth by generating qualified leads, nurturing relationships with prospects, and supporting the sales team in converting opportunities into customers. Building pipelines, expanding market reach, and ultimately contributing to the success of the company. Expertising in trading from ASIA to LATAM.

General Manager and Founder

Technology Engineering Projects of Venezuela (TPV Energy)
Caracas, Venezuela

Driving growth and creating opportunities for the company through strategic planning, relationship building, and effective execution of business development initiatives. Identifying new markets, forging strategic partnerships, and expanding the company's reach.

2015 - 2022

Director of Operations

Technology Turbine Center, (CTT)
Caracas, Venezuela

Ensuring the reliability, safety, and cost-effectiveness of turbine systems through strategic planning, effective resource management, proactive maintenance practices, and a commitment to continuous improvement. Developing the feasibility and PPA terms for more than 180 MW in Mexico, and inspections in plants such as Mamonal in Colombia and Termo Flores in Panama

2014 - 2015

Field Services Rotating Equipment

Global IGT Solutions LATAM
Panama, Colombia, Venezuela, Estados Unidos

Managing complex engineering projects of power generation, from conception to completion, ensuring technical excellence, regulatory compliance, and stakeholder satisfaction throughout the project lifecycle. Units GEF5/F7/, W501/W501FD3, Solar Titan/Solar Centauro

1998 - 2014

General Manager

Corpoelec- ENELVEN
Caracas, Venezuela

Leading the organization, ensuring operational excellence, driving growth and innovation, and maintaining compliance with regulatory standards while contributing to the sustainability of energy production processes. Plants Steam (165 - 480 MW) and Gas Turbines (5 - 185 MW), manufacturers Solar-G.E-Siemens. Overall production more than 3000 MW in Combined Cycles.

EDUCATION

2003 - 2005

Master in Industrial Project Manager
Rafael Beloso Chacin University
Maracaibo, Venezuela

1992-1998

Mechanical Engineering
University of Zulia
Maracaibo, Venezuela