

KENJI JOSUÉ TOLEDO ALMAZÁN

Technical Solution Sales - Industrial Automation, Machine Vision & Manufacturing Technology

Licensed Industrial Engineer | Lean Six Sigma Green Belt | Relocating to Ciudad Juárez | Available to travel 40%+

Mexico | kenjijosueta@gmail.com | +52 777 426 6291

linkedin.com/in/kenji-josue-toledo-almazan-533123221

PROFESSIONAL SUMMARY

Industrial Engineer and technical solution seller with 5+ years sourcing, closing and delivering custom software, automation and hardware to manufacturing and B2B customers in Mexico. Runs the full consultative cycle: qualify on site, quantify the business case with engineering, and close with the budget owner. Lean Six Sigma Green Belt training gives fluency in the metrics machine vision is bought on - scrap, defect escape, rework, throughput and manual inspection cost. Works daily inside a manufacturing and import operation, so the plant floor, engineering and plant leadership are all familiar ground.

CORE COMPETENCIES

Solution Sales: Consultative selling of hardware-plus-software solutions to end users, OEMs, machine builders and integration partners. Lead follow-up, prospecting, on-site customer visits, discovery of system requirements, product demonstrations, proof-of-concept evaluations, quoting, competitive differentiation, negotiation and close.

Pipeline & Forecasting: Opportunity qualification and stage discipline, pipeline building and accurate forecasting against a quota, structured CRM and project-record hygiene, reporting to management, trade shows and marketing events.

Industrial Automation: Machine vision and industrial ID use cases (defect detection, assembly verification, measurement, traceability and barcode reading, robot guidance). Manufacturing and packaging processes, quality systems, automation ROI and payback modeling, Lean Six Sigma. IMMEX/maquiladora cross-border operations in automotive, electronics, medical device and food.

Technical Credibility: 5+ years building software and automation running in production (Python, SQL, PHP, JavaScript, APIs). Holds a real technical conversation with controls, quality and IT engineers, then translates it into plant-level financial impact for directors and general managers.

Systems & Tools: MS Windows and Microsoft 365 (advanced Excel, dashboards), SAP ERP, Microsoft Power Automate, CRM pipeline tools, BI-style reporting.

Languages: Spanish (native); English (B2 - professional working proficiency: technical documentation, customer and internal meetings).

PROFESSIONAL EXPERIENCE

Independent Technical Sales - Custom Software, Automation & Hardware

Custom software, automation and macros, business IT systems and hardware sold direct to SMB manufacturers, distribution, retail and healthcare Mexico | 2020 - Present

- **Owned the full sales cycle end to end:** self-generated pipeline through referral and direct prospecting, ran on-site discovery to define the operational problem, scoped and priced the solution, presented to owners and directors, and closed against a status quo of manual work.
- **Sold hardware and software as a single solution:** specified, quoted and delivered equipment alongside the systems that run it, managing supplier sourcing, installation and commissioning on the customer site - the same bundled hardware-plus-software sale a vision system requires.
- **Sold on operational payback, not features:** positioned a multi-branch POS and inventory platform (31-table relational design, concurrent stock control, four permission tiers) by quantifying shrinkage and cashier error - the same defect-cost argument that carries an automated inspection sale.
- **Won and delivered a compliance platform for import operations:** SIGIV, integrating the SIICEX-CAAAREM tariff catalog for legal classification of imports; cut an estimated 80% of the manual lookup time customers spent on tariff codes and regulations.
- **Retained and grew accounts after the close:** security hardening, refactoring and production support for two live e-commerce operations, converting one-off projects into recurring engagements.

Foreign Trade, Supply Chain & Automation - Givaudan México

Taste & Wellbeing - import of food-grade chemicals; internal automation projects scoped, justified and deployed within the role Cuernavaca, Morelos | 2023 - Present

- **Sold automation internally to all levels of the organization:** identified the opportunity, built the time-and-cost case, secured buy-in from process owners, supervisors and IT, and deployed - the same stakeholder map a plant-level vision opportunity has to navigate.
- **Document routing automation:** designed a two-phase Power Automate and Google Apps Script flow that classifies and delivers PDF invoices to the correct shipment folder, freeing roughly 10 hours per week of manual filing.
- **Batch CFI 4.0 extraction (Python):** processing modules using pdfplumber and XML parsing to extract and validate thousands of tax documents, removing manual data entry from the corresponding import operations entirely.
- **SAP ERP automation (VBA + SAP GUI Scripting):** macros for repetitive daily transactions (ME23N, ME22N, DGP3, NRSEQ/EMBARCA), cutting repeated keying in logistics.
- **Works the manufacturing supply chain daily:** coordination with plant, logistics, procurement, customs brokers and suppliers - fluent in what a production customer faces when a line goes down.

EDUCATION & CERTIFICATIONS

B.Sc. Industrial Engineering - Universidad Tecmilenio (Tecnológico de Monterrey group). Licensed engineer (cédula profesional).

Lean Six Sigma Green Belt - SigmaPro Inc., May 2024 (Certificate ID 004298)