

GUILLERMO EDUARDO CRUZ GARRI

Business Systems Strategist

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EXECUTIVE CV

PROFESSIONAL PROFILE

Industrial Civil Engineer and Business Systems Strategist with more than 15 years of experience turning operational, financial and management complexity into reliable systems, controls and decision-ready information. Combines management control, Business Intelligence, ERP integration, workflow automation and functional solution design. At Mare Blu, led the move from paper and disconnected spreadsheets to seven integrated production systems across web, desktop and Android.

Core areas Business systems strategy · digital transformation · process and workflow design · data governance · business intelligence · ERP integration · functional QA · executive reporting

PROFESSIONAL EXPERIENCE

Administration Officer

Mare Blu Tuna Farm Ltd · Malta

Jul 2023–Present

Functional scope: Business Systems & Digital Transformation Lead

7	39	22	5	500+
systems in daily use	web reports	users	access roles	bait containers a year

Scope and business impact

- Led the digitalisation of farm operations, replacing paper records and disconnected spreadsheets with seven integrated production systems and a common source of operational and regulatory data.
- Ran the reporting by hand for two years — consolidating every paper and digital source daily — then captured all procedures and business rules in a shared knowledge repository (Obsidian + AI) before designing the systems.
- Delivered 39 web reports for 22 users across five access roles, combining desktop, web and Android workflows for operating costs, tuna and bait stock, feeding activity, inventory movements and live farm information.
- Designed Android tools for operational capture and supervision, including offline data entry at sea, later synchronisation and real-time supervisor access.
- Established end-to-end control over 500+ bait containers a year – shipment, port arrival, discharge, warehouse, consumption and empty-container return – with FIFO costing and landed cost covering demurrage, plugging, storage and inland haulage.
- Developed tuna-stock reporting by fish count, biomass and operationally relevant weight ranges, together with growth projections based on actual farm parameters.
- Implemented role-based access, traceable records, scheduled encrypted backups with defined retention and validation against official fisheries data.
- Reduced supplier-payment processing from 14 hours to 2 hours (85%) through workflow redesign and automation.

Control environment Single operational and regulatory data source · role-based access · traceable records · offline synchronisation · scheduled encrypted backups with defined retention · validation against official fisheries data.

MARE BLU DELIVERY MODEL

Development responsibility

Retained ownership of functional architecture, operating logic, business rules, data models, reporting formats, platform choices, QA, deployment, training, support and production acceptance. Claude was used to accelerate code implementation, technical alternatives, refactoring and debugging.

Selected systems Caging and authority reporting · bait supply-chain and container control · feeding operations · captain and supervisor Android apps · controlled-stock register · web reporting portal.

Estimated external replacement cost for the delivered scope: €200,000–€500,000. Presented as avoided replacement cost, not as a cash saving.

Career break — Dec 2022 – Jul 2023. Deliberate professional move to Malta: full-immersion English programme.

EARLIER LEADERSHIP EXPERIENCE

Director of Planning and Management Control

Apr 2019–Dec 2022

Fundación Educacional Escondida (CEIM) · Chile

- Implemented the institution’s first Business Intelligence platform using Tableau Prep, Desktop and Server, delivering reporting for General Management, Human Resources, Finance, Commercial and Operations.
- Led the SAP Business One workstream within a multidisciplinary team, taking the system live with its integration to the institution’s internally developed satellite platforms within six months.
- Managed planning and control for a multi-million budget, partnering with executive leadership on KPI frameworks, performance management and resource allocation.
- Developed a bespoke budgeting and forecasting solution that integrated financial, budgetary and operational information for executive decision-making.

Management Control Leader

May 2014–Apr 2018

Ferrovial (Broadspectrum) · Chile

- Reporting to the CFO and CEO, redesigned contract-level financial architecture across 20 mining-service contracts for seven major clients, separating Base, Additional Services, Bonuses and Investments to expose true contract profitability.
- Integrated ERP, SQL, Excel/VBA and Power Pivot to provide actual vs forecast vs budget visibility by client, contract and period, enabling review of 20 contracts with their managers in two days.
- Reduced month-end closing by 99%, from three days to one hour, while accelerating report updates by a factor of 10 through automation and system integration.
- Built the internal financial information solution, avoiding approximately €100,000 in external development cost; the management-control workstream supported the company’s return from sustained losses to profitability within 24 months.

Earlier experience Head of Operations · Head of Acquisitions and Logistics · External Consultant · Software Developer · Cost Analyst · Mining Site Supervisor · QMS Manager

SELECTED RESULTS

99% Broadspectrum faster month-end close	85% Mare Blu faster supplier payments	~€100K Broadspectrum external software cost avoided	24 months Broadspectrum loss-to-profit turnaround — company-level result
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EDUCATION, CAPABILITIES AND TOOLS

Industrial Civil Engineer — Universidad Católica del Norte, Chile (2014). Qualification recognised in Malta at MQF/EQF Level 6; degree and professional certificate apostilled for international use.

Core capabilities Business systems strategy · digital transformation · process and workflow design · data governance · reporting architecture · ERP implementation and integration · KPI frameworks · financial planning · functional QA · production validation.

Tools Power BI · Tableau · SAP Business One · SQL · Advanced Excel · Python · PostgreSQL/Supabase · Next.js/TypeScript · React Native.

Languages and sectors Spanish — native | English — full professional proficiency; based in Malta since 2023 and working in English daily. Aquaculture · education · mining · food · construction · services.