

Francisco Sosa

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SUMMARY:

Sound Experience Particularly In The Biggest Banking Industries In México Leading Projects On Business Intelligence, Process Reengineering, Processes Modeling, and Processes Simulation Optimization, Process Automation Through Technologies Like RPA, Chatbots, iOCR, And Methodologies Like Six Sigma And Data Analysis, Through Architecture On-Premises, Cloud (AWS) Or Hybrid Architectures In Areas Like Consumer Products, Monetary Logistics, Markets, Branches, and Others.

TECHNICAL SKILLS

Systems & Programming: AWS, Softomotive, Automate HelpSystems, UiPath, IGrafX Process for Six Sigma, VBA Script, Python, Arduino Processing (IoT), BI, Arduino Scripting

EDUCATION BACKGROUND:

- Master on Analytics and Business Intelligence | UNITEC | 2019 - 2021
 - Engineering on Renewable Energy Engineering | UNADM | 2014 – 2018
 - Applied Math and Computer Sciences | UNAM | 1987 – 1991 not graduated
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PERSONAL SKILLS:

Fast Learner, Organized, Self-Motivated, Negotiator, Good communicator, Responsible, Dedicated, English Advanced, French Intermediate, Italian Basic, German Basic

EXPERIENCE:

Sr. Manager CoE RPA IA, Ops Innovation, Process Improvement | BANCO AZTECA | 7/2022 – 7/2024

- Led over 40 UiPath RPA projects as head of the Center of Excellence: valued initiatives, designed solutions with UiPath Studio, integrated AI functionalities, and managed implementation teams. Oversaw robot deployment and monitoring via UiPath Orchestrator, directing a team of RPA specialists. Achieved 30% average reduction in processing time across diverse business processes, leveraging UiPath's intelligent automation capabilities integrated with custom AI solutions.

Sr. Manager of Technology, Automation, Process Improvement | TELEPERFORMANCE | 9/2020 – 03/2021

- Led design and implementation of innovative technologies for process improvement and digital transformation in the Mexican market. Managed a specialized UiPath RPA team, overseeing project scope definition, resource allocation, and stakeholder communication. Directed the use of UiPath to automate critical processes, significantly enhancing operational efficiency and driving the company's digital transformation success

Robot Process Automation, Consultant | PROBOT | 07/2019 – 9/2020

- Responsible of design and deploying the architectural and infrastructure related to the RPA
- RPA company strategy, on AWS Cloud.
- Delivery of automatizations to our corporate customers, like banks, logistics, and manufacturing
- Prototype Developments
- Technologies Review and Technologies Integration
- Providers Negotiation
- Communicate project deliveries and changes to stakeholders

Robot Process Automation Architect, Consultant | Bimbo Group | 03/2019 - 07/2019

- Led multiple enterprise automation projects using UiPath RPA, covering the entire lifecycle: from identifying processes for automation, designing solutions with UiPath Studio, implementing attended and unattended robots, to team management and monitoring with UiPath Orchestrator. As the digital transformation architecture lead, I integrated UiPath with other technologies such as chatbots, OCR, and AI, optimizing key operations and reducing operational costs by 30%

Golden Sources Market Risk, Subdirector | Santander Bank | 09/2016 – 12/2018

- Responsible for the Golden sources and computational engine to financial indicators (Financial Greeks Calculations) related to risk appetite estimation regards market instruments
- Team Management
- Redesigning proposals and tracking change progress
- Tracking Project Plan

Corporate Data Warehouse (DWH), Consultant | Santander Bank | 08/2015 – 09/2016

- Performed a complex analysis of information from the corporate México City operatives' applications for the DWH and ODS for Credit Risk Information. This corporate compliance with the Risk Data Aggregation & Risk Report Framework (Chief Data Office)
- Team Management
- Metrics Reports
- Tracking of the project plan
- Tracking of resources assigned to the project
- Communicate project deliveries and changes to stakeholders

Information Management Architect (BI), Subdirector | Scotiabank | 09/2013 – 09/2014

- In charge of the Corporate DWH construction,
- Design and instrumentation of the Business Intelligence (BI) technology
- Coordination of the ETL developments
- Data Modeling and infrastructure operation, as well as Data Governance
- Team Management
- Communicate project deliveries and changes to stakeholders
- Data Analysis

Reengineering, Metrics, Models and Simulation, Subdirector | Scotiabank | 06/2013 – 09/2013

- The key process of Cash Management, ATM's, and Credit Cards, optimized
- Process analysis and optimization, Numeric modeling, and process simulation.
- Instrumentation of the operational metrics area.
- Team Management
- Communicate project deliveries and changes to stakeholders

Development, Subdirector | Energía Libre S. de R.L. | 01/2012 – 06/2013

- Solar Tracking Hardware and Software Development. Development of technologies to generate renewable energy (thermal, eolic, and photovoltaic energy) for household consumption. Process engineering and systems for company production and operation. Electronic systems and circuits designing and electromechanics devices.

Corporate Datawarehouse, Subdirector | HSBC | 01/2009 – 03/2011

- DWH Reengineering | As a DWH (Data warehouse) Corporate Sub-Director, I performed the reengineering of the area, by incorporating the instruments to the processes, business intelligence services, and data strategic analysis, also reforming some infrastructure phases and the Data Marts application architecture and BI for Mexico and Latin America. And Data Governance for HBMX

Business Transformation Unit PFS, Subdirector | HSBC | 05/2006 – 01/2009

- Six Sigma Process Reengineering. From the Sub-Management position, I implemented reengineering projects (Six Sigma), DWH, and critical systems for strategic business areas, such as Personal Banking (PFS), TDC, ATMs, among others, based on analytic and process simulations models, as well as resources optimization techniques with a positive impact on Mexico and the region's output