

# A D R I A N   A M B R I Z

Experienced International Business Entrepreneur with a decade in commodity markets, specializing in metals, minerals, agriculture, and energy. Passionate about engineering, communication, and design. I have cultivated cultural understanding through residence in China, South Korea, Hong Kong, Canada, the USA, and Mexico, enhancing negotiation skills in challenging contexts.

China, Shanghai, 201100 • WhatsApp +1 (205) 346-7441 • Mobile +86 1750 2198018 •  
adrian.ambriz@gmail.com • <https://www.linkedin.com/in/adrianambriz/>

## PROFESSIONAL EXPERIENCE

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**LB GROUP, Shanghai, China** • Sr. Manager Business Development

04/2019 – Present

<https://www.lomonbillions.global/>

LB Group is a prominent Chinese corporation with over 18,000 Employees. It is listed on the Shenzhen stock exchange and currently holds the position as the world's largest producer of Titanium Dioxide and Titanium Sponge. In 2021, the company successfully acquired Zirconium and Graphite plants. Furthermore, LB Group is actively involved in the ongoing development of lithium-battery materials.

### Responsibilities:

- o Lead the new acquisitions (Zirconium and Graphite) into international markets for the first time.
- o Analyze and identify international market opportunities for Titanium Sponge, Zirconium Sponge and Graphite.
- o Develop and spearhead the exportation of Titanium sponge, Zirconium Sponge and Graphite.
- o Responsible for designing the export process and ensuring the compliance with international regulations.
- o Assist in aligning product chemical and physical specifications according international needs.
- o Present to shareholders new business such as; Additive Manufacturing, 3D printing, Titanium Powder, etc.
- o Provide Chinese leaders with comprehensive market plans and intelligence to facilitate the internationalization of the company.
- o Negotiate exclusive agreements across cultures and establish distribution channels.
- o Conduct price assessments and price Strategies.
- o Coordinate the marketing activities to promote the products.

### Success Case:

- o I spearheaded the inaugural export of the leading titanium sponge producer, a million-dollar deal that strategically positioned the company globally. The primary challenge was harmonizing communication among Japanese, Europeans, and Chinese cultures.
- o This was achieved by understanding key characteristics of each, years of residence in Asia, as well as finding common interests.
- o We accomplished the inaugural titanium export to India and partnered with the largest steel producer in the country. We paved the path to China-India relationship in the titanium industry.

**Tridge, South Korea** • Sr. Manager Commodity trader

07/2017 - 03/2019

<https://www.tridge.com/>

### Responsibilities:

Lead comprehensive commodity trading development, including marketing and product analysis, sourcing, price definition, market positioning, contract negotiations, drafting international commercial contracts, and logistic coordination within agriculture, minerals, and energy products in the following regions:

- CIS Region: The Black Sea, Ukraine, Kazakhstan and Russia.
- Asia and Southeast Asia: South Korea, China, Japan, and Indonesia
- North America & LATAM: Brasil, Argentina, Uruguay, Mexico, USA, and Canada.
- The Middle East: Saudi Arabia and Iran.
- Africa: Cameroon, Kenya, Nigeria and Mozambique
- Develop expertise rapidly in technical aspects and market dynamics of commodities.
- Establish and sustain business relationships with leading mining, farming, or energy companies across the regions, frequent international trips to meet C-level executives.
- Identify and present commodity trading opportunities and technology trends to CEO and Board of Directors.
- Supervise legal aspects including international contracts and free trade agreements.
- Conduct in-depth analysis of global trade flows and supply chain.
- Source, plan and negotiation warehouse contracts for storing raw materials.
- Achieve agreements and implement them with multicultural teams.
- Ensure compliance with agriculture, mining and energy regulations, specifications and certifications.
- Evaluate logistic solutions and determine the best routes.

*Pacific Unions, USA-Mexico • Commodity Trader*

01/2011 - 06/2017

**Responsibilities:**

Responsible for overseeing the business development of minerals, metals, agriculture, and energy materials between Latin America and Asia, including the analysis and development of physical commodity trades.

- Manage the international network with buyers and suppliers.
- Increase profitability within Asia Pacific Region.
- Analyze and management trade opportunities globally.
- Negotiate contracts in the spot and future markets.
- Establish offshore companies with banking activities.
- Supervise the export process.
- Analyze global market dynamics for various commodity materials.
- Negotiate Soft commodity deals exceeding 3,000 Tonnes with companies, tenders, governments, etc.

*Konaxis Tech, China • Manager New Business LATAM*

01/2009 - 12/2010

**Responsibilities:**

Responsible for representing and overseeing business development in South America for Konaxis Group Global.

- Coordinate the product development: sketching, 3D printing, CNC Manufacturing and sampling.
- Source OEM (Original Equipment Manufacturing) suppliers in Asia.
- Pitch products and take them to the market according to clients' specifications.
- Assess market opportunities and support the marketing team on campaigns.
- Sales, Marketing and Business Development.

**BestBuy, Mexico City** • Internship procurement

01/2008 - 12/2008

**Responsibilities:**

- o Sourcing products in the technology categories.
- o Support product sourcing from China.
- o Support the Import process.
- o Support the contract process.
- o Establish good relationships with suppliers.

**Waldos Dollar Mart, Mexico City** • Internship CEO'S Assistant

01/2007 - 01/2008

**Responsibilities:**

- o Board of Directors meeting summaries.
- o Marketing reports.
- o Reports on Industry trends.
- o Analysis of new projects.

## EDUCATION

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**MBA not graduated** • Hanyang University, South Korea Seoul.

Year (2016 - 2017)

**Bachelor Industrial Engineering** • Monterrey Institute of Technology and Higher Education, Mexico City.

Year (2001 - 2003)

**Specialization International Business Asia** • Fudan University, China Shanghai.

Year (2009 - 2010)

**Bachelor of Business Development & Entrepreneurship** • Monterrey Institute of Technology and Higher Education, Mexico City.

Year (2003 - 2008)