

Contact

marckensonj@gmail.com

www.linkedin.com/in/marckensonjb
(LinkedIn)

Top Skills

International Sales
Quality Management
Quality Control

Languages

Spanish (Full Professional)
Haitian Creole (Native or Bilingual)
French (Native or Bilingual)
English (Full Professional)

Certifications

Life Insurance License
Certified Anti-Money Laundering
Specialist (CAMS)

Honors-Awards

Placa de Reconocimiento
Premio Odebrecht para el Desarrollo
Sostenible República Dominicana
2011. Los 10 primeros proyectos
seleccionados
Impacta Migraciones

Marckenson Jn-Baptiste

Industrial Engineer, Business Development Executive, Account
Manager, Case Manager, Translator, Entrepreneur
Bradenton, Florida, United States

Summary

As an international professional with experience in different business aspects, I always strive to bring together human, social, cultural, economic, and technological aspects to create activities that contribute to the sustainability of companies.

Experience

Viamericas Corporation

Business Development Executive
October 2024 - Present (11 months)
Miami, Florida, United States

After more than 10 years of experience across several industries and countries with distinct cultures, including the Dominican Republic, Haiti, Mexico, Chile, and the United States, I now see myself as a successful professional. Today I am very happy to be part of Viamericas Corporate as BDE, I am looking for greater stability and growth in my new role as Business Development Executive at Viamericas Corporate, where I aim to help the company secure and expand its targeted market.

I want to express my gratitude to all my mentors and advisors who have guided me at every step of my professional life, and to my ex supervisors for their positive references.

Now, let's talk business. If you're Haitians and African Businessmen based in Florida and interested in opening a Money Wire Service or add it to existing business, don't hesitate to reach out. I will guide you step-by-step through the setup process, provided you meet the eligibility requirements.

T-Zen Multimedia

Manager
December 2016 - Present (8 years 9 months)
Chile

Interprelab Foundation

Cooperation Haiti-Chile

December 2016 - Present (8 years 9 months)

Santiago of Chile

Links generator with foreign community in Chile. Attend talks, convene events organized by the Foundation, disseminate information of interest to the community, and complement the material created for the Foundation in terms of its content and translation.

Leader of the T-Zen Project. "T-zen is a mobile App to help Haitian migrants to get information about Chile in the Haitian Creole language. I collaborate in creating the App and translating the contents from Spanish to Haitian Creole."

Lutheran Services Florida

Case Manager

April 2024 - October 2024 (7 months)

Florida, United States

Provide critical services to unaccompanied immigrants, especially Haitian immigrants, released from federal custody.

- Conduct home visits and assessments to ensure the safety and appropriateness of placements.

- Provide ongoing case management and make appropriate referrals to address the various needs of immigrants

- Offer crisis intervention services and maintain timely documentation in compliance with policies.

- Participate in ongoing supervision and other duties as assigned.

- Realize Cultural Orientation for Immigrants

- Develop and maintain an understanding of current refugee issues through personal reading, attendance at related seminars, participation in related task forces and committees, and personal involvement with refugees

Carribean Media Group

Account Manager

November 2023 - October 2024 (1 year)

Miami, Florida, United States

- Serve as the lead point of contact for all customer account management matters

- Build and maintain strong, long-lasting client relationships

- Negotiate contracts and close agreements to maximize profits

- Develop trusted advisor relationships with key accounts, customer stakeholders and executive sponsors
- Ensure the timely and successful delivery of our solutions according to customer needs and objectives
- Clearly communicate the progress of monthly/quarterly initiatives to internal and external stakeholders
- Develop new business with existing clients and/or identify areas of improvement to meet sales quotas
- Forecast and track key account metrics (e.g. quarterly sales results and annual forecasts)
- Prepare reports on account status
- Collaborate with sales team to identify and grow opportunities within territory
- Assist with challenging client requests or issue escalations as needed

Haitian Connection of Manasota

Volunteer in Marketing

May 2023 - September 2024 (1 year 5 months)

Florida, United States

Digicel Diaspora

Brand Channel Merchandiser Contractor

December 2018 - May 2024 (5 years 6 months)

USA

Liaison between Head of Distribution and sub-distribution partners, branding, training and building brand awareness for the company, either through in-store promotions or company-sponsored events. This includes but is not limited to the following: 1. Working closely with local distribution partners to help build awareness of Digicel and its products through the partners' retail network; 2. Build the brand and train retail store personnel on Digicel products and related promotions; 4. Properly place POP materials (signs, door stickers, teller stickers, etc.) at high visibility points in retail stores; 6. Recruit and identify potential new retailers and provide leads to distribution partners; 7. Provide feedback on competitor activities (promotions, branding, events and other marketing activities) and report to the Head of Distribution; 8. Stay informed about new products, promotions and other general information in the recharge market and inform the Head of Distribution; 10. Maintain a database of branded store information such as name, address, owner information, phone, email, and any other information necessary to contact the retailer; 11. Assist with indoor/outdoor promotions, especially on (ie Mother's Day, Christmas) promoting and increasing product awareness for target customers. 13. Build

relationships with all retailers to increase brand relationship; 14. Provide suggestions on events that Digicel should sponsor; 15. Identify all forms of media that are present in the Haitian community and recommend which ones Digicel should work with to promote its services; 16. Maintain relationships with community leaders;

WALLY EXPRESS LLC

Executive Director

November 2017 - December 2019 (2 years 2 months)

Santiago Metropolitan Region, Chile

As Executive Director I oversee all aspects of the company, I work closely with the General Manager to ensure that operations are carried out efficiently and effectively to meet business objectives, ensuring that employees are aligned with the company's mission and vision. In addition, I provide the joint work of collaborators for the achievement of strategic objectives, favoring an organizational culture characterized by communication, recognition, collaboration, and an attitude of service towards everyone, especially immigrants from all over the world. , to whom we offer our services. Being a good communicator with the public and within the company is essential for an executive to be an effective leader. I communicate his vision to coworkers and employees, as well as information about economic or organizational changes that will affect the company.

- Develop and implement strategic plans that meet the company's goals and objectives, created in partnership with the Board of Directors.
- Ensure commitment to and compliance with all applicable laws and regulations throughout the company.
- Create a culture of transparency and communication throughout the company.
- Develop positive relationships with key stakeholders
- Proactively address internal and external challenges to protect business interests.
- Collaborate and coordinate actions with various teams (marketing, commercial manager, sales executive, legal representative and customer service, etc.)
- Track office supply stock and place orders when necessary.
- Help colleagues whenever necessary
- Keep secret all information that comes to your knowledge about common businesses, your associates and/or clients.

bCoord

Process engineering

June 2017 - December 2017 (7 months)

Chile

Process engineering for a procurement redesign project at Luis Calvo Mackenna Hospital.

Gruppo di Volontariato Civile (GVC) - Haiti

Binational Communication/Environnement Education

February 2016 - November 2016 (10 months)

Belladère, Haiti

Promotion of improvement of environmental conditions and sustainable socioeconomic development of the border communities of Haiti and the Dominican Republic.

American Woven/ APH

Industrial Engineer

April 2015 - April 2016 (1 year 1 month)

Port-au-Prince, Département de l'Ouest, Haiti

Solve and follow up on problems that affect production / Study of production models and methods / Supervise the lines / Carry out a time study / Establish procedures / Identify the capacity of the necessary machinery and labor for production / Health and safety at work

Radio Tele Haïti Nation

Director financiero y administrativo

July 2014 - November 2014 (5 months)

Belladère, Haïti

AL-UCE

Matemática (Docencia en Ingles)

February 2014 - July 2014 (6 months)

San Pedro

Enseñar las Matemáticas en los dos idiomas (Ingles-Español)

Alambres Dominicanos

Export Assistant

April 2012 - April 2013 (1 year 1 month)

Dominican Republic

Coordinate the international marketing of products to increase sales and satisfaction of international customers. Identify potential customers. Carry

out market studies. Prepare and maintain sales statistics. Do national and international procedures. Keep informed about events, international fairs, and trade missions.

Grupo Editorial Montaña
Project Management
January 2010 - 2011 (1 year)

English School Loyola
English Teacher
April 2010 - July 2010 (4 months)
Teaching

Education

University Santiago of Chile
Masters in International Studies, Estudios internacionales · (2016 - 2023)

Instituto Especializado De Estudios Superiores Loyola
Industrial Engineer, Quality, Production and Process · (2008 - 2013)

Quality GB
Certificate, Quality · (February 2012 - April 2012)

INFOTEP
Industrial Mechanic, Industrial Mechanic · (2008 - 2009)