Esteban Cornejo – ITASCA Chile



Senior Specialist in Bidding Processes

Expertise Bidding Management, Commercial Management, and General

Administration.

Education Business Engineering, 2023

Universidad Técnica Federico Santa María, University, Chile.

Bachelor's degree in management sciences, 2023

Universidad Técnica Federico Santa María, University, Chile.

Commercial Management Technician, 2016

DuocUC (Technical College), Chile.

Professional Experience

2024 – Presente Itasca Chile SpA, Chile.

Senior Bid Specialist

2019 – 2024 Workmate SpA, Chile.

Bid Manager

2017 – 2019 Workmate SpA, Chile.

Commercial Assistant

2016 – 2021 EST Fortaleza Laboral SpA.

Owner / Head of Commercial Area

2014 – 2016 Servicios Cesban Ltda.

Owner / Head of Commercial Area

2014 – 2014 Deloitte Auditores y Consultores, Chile

People Development Analyst

Non-related professional experience

2012 – 2013 Falabella S.A.

Contingency Staff Coordinator

2010 – 2012 Farmacias de Similares Ltda.

Payroll and Labor Relations Analyst

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Esteban Cornejo – ITASCA Chile



2009 – 2010 Paris Ltda.

Welfare Administrative

2008 – 2009 Sonda S.A.

Technical Coordinator

Project Experience

Workmate Commercial Area Development Project:

Continuous improvement in ratings and accreditations on key commercial platforms, with a significant increase in the quantity and quality of identified and addressed business opportunities. Contributed to the accuracy of commercial management reports through the optimization of the CRM system and its integration with Power BI.

Innovation – Participation in the Development Team of the SUCAL / RM Tool:

Participated in the company's innovation teams with the aim of creating tools and processes that did not previously exist in the market. Initially, gaps were identified in the traceability and validation of worker competencies at mining sites, which led to the development of a comprehensive technological solution. This resulted in the creation of RM, a pioneering platform that centralizes, verifies, and manages personnel documentation, certifications, and authorizations online—facilitating regulatory compliance and enhancing operational safety in the mining industry.

Implementation of ISO 27001 Cybersecurity Standard at Workmate:

Coordinated staff training, prepared procedures for the commercial and business areas (project management), and developed risk matrices in accordance with the standard's guidelines.

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