

Denise Fernanda Quimí Fonseca

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PERSONAL PROFILE

Architect and executive with over 20 years of experience leading projects in telecommunications, retail, and real estate. Specialist in oversight of construction finishes, budget management, and detailed monitoring of project schedules until the final delivery of the product. Has directed real estate operations at a national level, coordinated large-scale works, and negotiated strategic contracts with key suppliers and partners. Complements her technical profile with high-level training in business administration (MBA), which has provided her with advanced competencies in strategic direction, financial analysis, team management, investment evaluation, and organizational leadership. Her analytical focus, structural vision, and ability to integrate multidisciplinary teams allow her to navigate complex environments with high standards of quality, efficiency, and profitability.

APPTITUDES

- | | |
|--------------|-------------------|
| ▪ Leadership | ▪ Strategy |
| ▪ Creativity | ▪ Organization |
| ▪ Management | ▪ Problem Solving |
| ▪ Auditing | ▪ Teamwork |

EXPERIENCE

NLACE LATAM S.A.S. | Guayaquil, Ecuador | Telecommunications

September 2024 - current

Project Manger

- Administration of work platforms, control and payments.
- Follow-up of construction and maintenance contracts.
- Management and follow-up of administrative activities.
- Management of payment flows

Deprati | Guayaquil, Ecuador | Retail Industry

October 2018 – May 2024

Real State Coordinator

- Administration and operation of the real estate business.
- Administration of lease agreements
- Negotiation of commercial space for the brand.
- Objective search for strategic locations for brand expansion.
- Commercial relationships in the retail sector at the national level.

DALUWON S.A. | Guayaquil, Ecuador | Construction

January 2016 – September 2018

Administrative Manager

- Administration and operation of the business.
- Follow-up of works progress.
- Elaboration and control of compliance with schedules.
- Negotiation of supplier contracts.
- Control of construction budget

Ing. Fabricio Toledo | Guayaquil, Ecuador | Construction

July 2013 – December 2015

Construction Superintendent

- Follow-up of works progress.
- Elaboration and control of compliance with schedules.
- Administration of lease contracts.
- Negotiation with suppliers
- Purchasing of materials

Deprati | Guayaquil, Ecuador | Retail Industry

October 2018 – May 2024

Project Coordinator

- Follow-up of works progress.
- Elaboration and control of compliance with schedules.
- Negotiation of supplier contracts.
- Administration of supplier contracts
- Periodic presentation of the status of the brand's projects

Several Clients | Guayaquil, Ecuador | Architecture y Design

June 2010 – March 2012

Architecture Activities

- Ajeecuador: design and construction of cold chamber.
- Almesa: construction of embankment.
- Almesa: redesign of HR offices.

DALUWON S.A. | Guayaquil, Ecuador | Construction

June 2006 – May 2010

Construction Design and Administration

- Elaboration of Construction Drawings
- Elaboration of budgets
- Elaboration of As-Built Drawings
- Control of schedules and compliance with construction budget

GRAIMAN | Guayaquil, Ecuador | Commercialization of Construction Products

May 2004 – May 2006

Sales Coordinator Technical Channel

- Preparation of annual sales budget.
- Control of action plan and sales strategy.
- Control, management and elaboration of collections.
- Customer training through technical talks and field demonstrations.
- Competitor analysis

SERMECON S.A. | Guayaquil, Ecuador | Industria de aluminio y vidrios

September 2003 – April 2004

Project Assistant

- Sales Programming
- After-sales service

INTACO ECUADOR | Guayaquil, Ecuador | Commercialization of Construction Products

April 2001 – August 2003

Technical Assistant, Wholesale Assistant and Technical Support Advisor

- Preparation of annual sales budget.
- Control of action plan and sales strategy.
- Control, management and elaboration of collections.
- Training of clients through technical talks.

EDUCATION

Atlantis University | Miami, FL, U.S.A

Agosto 2026 - current

Magister en Inteligencia Artificial

Universidad Arka y Tecnológico de Monterrey | México DF, México - Ecuador

April 2022 – September 2022

Real Estate Management Diploma

Formacion y Experta Capital | México DF, México - Ecuador

August 2021

Real Estate Finance Certification

Formacion y Experta Capital | México DF, México - Ecuador

August 2021

International Real Estate Marketing Diploma

ESPAE Graduate School of Management | Guayaquil, Ecuador

November 2010 – October 2012

Máster in Business Administration

UCSG Universidad Católica Santiago de Guayaquil | Guayaquil, Ecuador

Mayo 1995 – August 2000

Architect

ADDITIONAL INFORMATION

Programs: Microsoft Office (Excel, PowerPoint, Word), AutoCAD, Project, Google Drive, Canvas

Languages: English Nivel A2; Spanish - Native