



# Encarna Martín Santana

**cell phone:** +34-655047922  
**E-mail:** [emartinsantana@gmail.com](mailto:emartinsantana@gmail.com)  
**Address:** Marte, 18.Ceuta/Maratón,9. Valdemoro. Madrid.

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1985-1992 **Master degree in Aeronautical Engineering. University Polytechnic of Madrid**

2004-2005 **MBA. IE Business School. Madrid**

## **PROFESSIONAL EXPERIENCE**

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06/2017- **CCPI Europe Limited. European Business development Manager**

02/2019

- Work to improve the organization's market position and achieve financial growth in Europe: Prospect for potential new clients and turn this into increased business. Meet potential clients by growing, maintaining, and leveraging your network. Identify potential clients, and the decision makers within the client organization. Research and build relationships with new clients. Set up meetings between client decision makers and company's practice leaders/Principals.
- Work with the internal sales team, marketing staff, and other managers to increase sales opportunities supporting them with my Technical knowledge and Markets.
- Help manage existing clients and ensure they stay satisfied and positive. Keep contacting clients, looking for solutions and services that meet or predict their clients' future needs
- Industrial sectors: Automotive, Aerospace, Rail and Wind Energy

06/2015-  
04/2017

**ISATI solutions. Pamplona. FEM Manager.**

- Develop organizing and monitoring inter-connected projects and resources deciding on suitable strategies.
- Coordinating cross-project activities in order to achieve operational objectives and to be more efficient: planning and reviewing mitigations plans internally.
- Enforcing policies and procedures, resolving problems/troubleshooting, determining system improvements.
- Develop and control deadlines, budgets and activities, Resolve projects' higher

scope issues. Lead and evaluate project managers and other staff, recruitment and training, if needed.

- Relation with clients ( Program Meetings, planning and reviewing mitigations plans) . Elaboration of offers.
- Collaboration in the quality system ( definition of role function, procedures and processes). Recruitment people according needs.
- Tools: Hypermesh, abaqus, Excel, Microsoft Office. Renewable Energy Wind projects: G126, G8x & G132 Wind Turbines. Customer: Gamesa Eólica

### **Project : Automate concession process. Assystem UK. Preston**

07/2011-  
06/2015

Automate the concession process in order to save costs and time. Project of Assystem UK and Mosquito companies with Funds from the Government.

### **Project: F&DT Support Engineering. CT Engineering Group. Madrid**

F&DT justifications for A350 Section 19 &19.1

F&DT Detail analysis at critical locations for the A350 Belly Fairing using

Tools: F&DT certification documents or Design for manufacturing, F&DT ISAMI modules and CT/A350 macros, SAP.

### **Project: Support Engineering AIRBUS UK. Broughton**

Justifications for A350 Wing assemblies structures in metallic and composite : reports to support of the repairs ( concessions) or non-conformances, using Static Stress Dossiers and F&DT dossiers, Airbus stress tools and methods, hand calculations, ISAMI, SAP. Project A350 Wing.

### **Project: Support/Stress Engineering. GKN Aerospace. Bristol/UK**

Structural Analysis for Composite Rear Spar and Rib posts at sidestay area for new loads and structural changes: Patran, excel and ISAMI. Mitigation studies and stress dossier preparation. Project A350-900 Rear Spar.

Perform repair Justifications for detail parts and assemblies structures in metallic and composite, calculation reports in support of the repairs ( concessions) or non-conformances approval process, using the applicable Stress Dossiers ( certification dossier or design for manufacturing) and F &DT documents, hand calculations, ISAMI, SAP, excel. Project A350-900 Rear Spar.

### **Project: Sustaining/ Stress MRB Engineering Fokker Aerostructures. Papendrecht/Holland**

- Technical assessments for detail parts and assemblies structures in metallic and composite.
- Perform Justification of repairs, calculation reports and documentation in support of the concessions or non-conformances approval process, using the applicable strength /stress dossier and F& DT documents, Catia 5 DMU, Patran, Fokker tools, hand calculations.

Project: Gulfstream 650 (Horizontal Stabilizer and vertical Fin ) Detail parts in metallic and composite. HS, composite skins and in metallic fittings and stringer.

### **Project: Support engineer. Aciturri. Madrid/Valladolid.**

- Working as MRB engineer for A350 VTP ( Vertical Tail Plane), A320 skins, A380 rudder

and elevator, performing proposal dispositions or technical assessments for detail parts ( metallic and composite ) and assemblies structures and systems. Skins, stringers and Ribs in composite and metallic Fittings

- Technical and product support to production and design to solve assembly problems or to improve/optimize the manufacturing processes ( composite and metallic parts) for the MAP of A350 VTP: Acuclave, vacuum installations, clean rooms, etc
- Technical and product support to quality in order to solve problems or to improve the non-conformance descriptions, defining methods of inspection or gauging for the MAP of A350 VTP. MAP supporter.

09/2010

06/2011

### **INTERFACE IBERICA/Madrid. Business development**

- Support Business for Industrial new accounts, procurement of services, projects or customers: Renewable Wind Energy , Defence & Space, Aerospace, Automotive, etc.
- To collaborate in the definition of organizational strategic goals, builds key customer relationships, identifies business opportunities, negotiates and closes business deals and maintains extensive knowledge of current market conditions.
- To prospect for new clients by networking, cold calling in order to generate interest from potential clients to do business with the company.
- To work with middle and senior level management, marketing, and technical staff, and other managers to increase sales opportunities and thereby maximize revenue for their organization.
- To help manage existing clients and ensure they stay satisfied and positive in order to improve continually the relationship. Call on clients, often being required to make presentations on solutions and services that meet or predict their clients' future needs working with internal staff.

03/2003-

04/2010

### **Rücker Lypsa S.L. Senior Manager Madrid Office**

- Coordinate/manage resources required for scope definition, estimating and execution of proposals. Collaborate in commercial proposals. Responsible for reviewing and response to Request for Proposal (RFP). Responsible for relationships with customers. Reaching agreements SLA's, defining scopes, requirements and deliverables.
- Take care of relationships with customers and providers and doing prospections for new customers or new projects -Aerospace, Rail and Automotive- looking for business opportunities working with another managers and marketing, sales staff.
- Integrate, coordinate and monitor project activities and resources. Cost control and management control (design reviews, costs, deadlines, mitigation plans, etc), Selection of providers and recruiter of candidates according strategy . Analysis /Definition/control of Balanced scorecard and KPI's.
- Implementing productivity, quality, and customer-service standards, making process improvements, removing deviations, solving problems/conflicts or taking corrective actions to avoid further problems by Application of value engineering /value analysis techniques, management control, balance scorecard. Definition of KPI's.
- Implements Quality System ( ISO 9001 and EN9100) completing audits, Undertaking internal audits and collaboration in external audits over every process. Coordinate necessary actions to solve customer support issues and project plans to meet objectives.

Projects: CN235/C295 interior modifications Designs ( JCA, VIGMAR, etc). A330 MRTT cockpit and BCC modifications ( interiors modifications, galleys and monuments)

### **Support Engineer. Ariés Complex. Madrid**

- Collaboration in creation of MRB Department: perform procedures and repairs manuals in order to work efficiently and according to the quality system. Formation/training for MRB Engineers: courses about repairs, organization, methods and philosophy.
- Liaison MRB engineering for A320 ribs and Boeing 737 parts (structural and design analysis): metallic and composite parts and assemblies. Non-conformance analysis in order to find out the optimum repair (technical and manufacturing requirements, schedule, etc).
- Member of corrective actions Board. Study/analyse the reasons of the non-conformance and its corrective actions, looking for the modifications and solutions to be performed in order to improve the design, methods of inspection, the manufacturing process or assembly process and to avoid the non-conformances.
- Support to manufacturing engineering, production and quality to improve processes and system installations. Perform design or manufacturing proposals to avoid non-conformances, assembly problems and to optimize the process, defining method of inspection and type of measurements. MAP supporter.
- Support quality department in order to describe the non-conformances and defining the best method of inspection and type of measuring according to the part and/or defect.
- Performing stress support document ( substantiation) for repairs or accepted deviations . Collaboration in SRM. HTP /VTP A380  
Projects: A380 HTP and VTP ( detail parts and Assemblies). Detail parts of A320, B737 detail parts.

### **03/2001- Barcelona Centre de Tecnologies BCT / Madrid.**

02/2003

Program Manager working at EADS- CASA ( M.T.A.D) facilities for structural Design.

- Interiors design for A310 modifications
- Project Leader for Do 728 leading edge , Technical Management and Design revision of supplier revision.
- Study/analysis of modifications / improvements in C295 aircraft. Design of repairs for C295 test specimen certification.
- Projects : Do728, C295 and A310 ( CATIA V4)

1996-  
2000

### **Andalucía Aeroespacial, S. A. / Sevilla.**

#### **Manager of Manufacturing Engineering**

- Management of areas: process engineering ( detail parts and assemblies), tooling engineering, configuration control and engineering documentation in order to assure targets and the HYSA/ MACDONALD DOUGLAS / BOEING requirements
- Collaboration in the analysis to decrease the manufacturing costs along the entire process, defining procedures, KPI's and Balanced scorecard. Definition of roles and recruitment of people according Engineering needs.
- Responsible of the relationships with the production, quality and operations areas. Collaboration with customers ( Americans and Koreans) and represent FAA for reaching the product certification. Collaboration in defining quality inspection and first article inspections in support of production requirements.
- Contact with different customers and suppliers in order to solve the assembly, design or process problems, working closely with Quality, Manufacturing and Production areas.

Shop floor Support for assembly and/or detail parts processes for the MAP.

- Member of corrective actions Board. Collaboration in quality/production plans to implement the corrective actions. Definition of methods of inspections, type of measuring, etc
- M.R.B.: Perform technical procedures, formation of MRB engineers and quality technicians in MRB. M.R.B. Liaison Engineer
- Analysis and Design of repairs ( detail parts and assemblies).

Project: MD 95/B717 slats and MLG Doors

1994-  
1996

**GAMESA Aeronáutica / Vitoria-Gasteiz. M. R. B/MRB Support Engineer for Embraer-145 and Astra Galaxy.**

- Structural analysis. Non-conformance and/or the repairs. Embraer145 Collaboration in Repair Manual for EMRAER-145.
- Perform repairs proposal for customer engineers. Astra Galaxy fuselage
- Member of Corrective actions Board

**EADS. CASA. / Puerto Real / Cádiz.**

- Liaison/M. R. B. engineer (Material Review Board) for MD-11, CN-235, Y SAAB-2000 programs. Member of Corrective actions Board

Projects: MD-11 HTP, CN-235 fuselage, and SAAB-2000 aileron and nacelle.

**OTHER KNOWLEDGE ( SKILLS)**

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Microsoft Office ( word, project, power point, excel, etc)  
CATIA V4, CATIA V5, DMU, Patran, Nastran, ISAMI, hypermesh, Abaqus, hand calculations, EADS tools, SAP, PLM ( Windchill), PDM ( Optegra, Sprint), CRM 's, ERP 's, Balanced scorecard, KPI 's.

**LANGUAGES**

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**English:** High level

**Spanish:** Native

**COURSES**

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<b>2018</b>	<b>Marketing Online/e-commerce</b>
<b>2009/2013</b>	<b>SAP T200 &amp;T300, PLM ( windchill)</b>
<b>2004</b>	<b>CATIA V5 (40 horas). Arie Complex</b>
	<b>Stress of aeronautical structures. Fatigue and Damage tolerance.</b>
	<b>AIRBUS Madrid.</b>
	<b>Nastran/patran, SAP, Aries Complex.</b>
<b>2003</b>	<b>CATIA V5. BCT Madrid.</b>
<b>1998</b>	<b>CATIA 4. Madrid. Cadtech</b>
<b>1996</b>	<b>"Liaison Engineering". Douglas Aircraft Company. Long Beach. California- USA</b>
<b>1995</b>	<b>Structural Analysis of aeronautical structures. Gamesa. Vitoria.Spain</b>