

Contact

506 2210 9300 (Work)
hquiross@gmail.com

www.linkedin.com/in/hqsv
(LinkedIn)
www.ricoh.com (Company)

Top Skills

Digital Strategy
Direct Sales
Business Development

Certifications

Influencing Others
Executive Leadership
Coaching and Developing
Employees
Building Accountability into Your
Culture
Balancing Multiple Roles as a
Leader

Hernán Quirós S.

Managing Director
San Juan, Puerto Rico

Summary

MBA Professional with honors in INCAE and Technological Institute of Monterrey (ITESM). More than 20 years of experience leading international companies in Latin America, USA & Europe. I am a digital transformation expert, results-driven manager and oriented to the development of people. The last 8 years, I have been developing innovative services to respond to the trend of digital acceleration and transforming sales teams and professionals to be experts in digital services.

Experience

Ricoh Latin America Inc

11 years 2 months

Managing Director

February 2024 - Present (2 years 4 months)

Costa Rica

Central America & the Caribbean

General Manager Costa Rica

April 2015 - February 2024 (8 years 11 months)

Leader of digital transformation initiatives from printing to a digital services company.

Achieved constant sustainable revenue growth year on year.

Softland Sitio Oficial

12 years 6 months

General Director Mexico, Central America & Caribbean

March 2010 - April 2015 (5 years 2 months)

Duplicated sales revenue.

Increased EBIT consistently.

International Operations & Sales Director

February 2008 - February 2010 (2 years 1 month)

Establishment of new subsidiaries in Central America & Caribbean.

Sales Director

October 2005 - January 2008 (2 years 4 months)

Chief Financial Officer

November 2002 - September 2005 (2 years 11 months)

Chiquita

Financial Planning Manager

1997 - 2001 (4 years)

Education

INCAE Business School

MBA, Industry & Technology · (1995 - 1997)

TECNOLÓGICO DE MONTERREY

Engineer, Mechanical Engineering · (1989 - 1993)