



Lorenzo Borjas Consultores, S.A.S

Service Portfolio



¿Quiénes somos?

We are a consulting boutique specialized in helping our customers - whether they are start-ups, SMEs or large corporations in Latin America - to develop for their strategic growth and internationalization projects.

We are two generations of professionals, aligned to transfer our skills, knowledge and experiences to grow other companies, enriching the business ecosystem where we participate, all through the principles of sustainability and social responsibility.

Agility and passion for excellence are built into our team's DNA and drive our work.



Our Team



Francisco Javier Lorenzo Pérez | Managing Partner

Chemist and Economist with 35 years of experience in the Specialty Chemistry Business in Latin America. He helps companies to improve their results through strategic leadership and team management.



Adriana Carolina Lorenzo Borjas | Design Partner

Designer and Artist, she's passionate about mixed media and digital design work. She develops brand strategies that reflect all the elements that make it unique against its competitors, boosting their place on the market.



Irene Borjas de Lorenzo | Associate Partner

Business Manager and Specialist in Marketing, also she's a certified SAP consulting partner. She develops process of implementation of the module SAPMM and supply chain management.



Our Services

HIGH PERFORMANCE COMMERCIAL TEAMS STRUCTURE

Sales Skills Mapping, definition of key performance indicators, value based sales training for B2B and B2C.

SALES AND OPERATION PLANNING (S&OP)

Demand and supply plans management, definition of key management indicators, integration with CRM platforms.

INTEGRATED BUSINESS PLANNING (IBP)

Integration of marketing, sales, production, supply chain and business financial control processes.

SALES COACHING & MENTORING

Professional sales skills development, training for commercial and business development leaders, support for executive leaders and entrepreneurs.

CREATIVE PROCESSES FOR BRAND CREATION

Coaching in Design Thinking, CANVAS model, empathy maps and customer journey to improve internal processes and with clients.

GRAPHIC DESIGN

Creation of brand manuals that contain graphic identity; signage; web page design and optimization. We have a partnership with Mandarin Estudio to develop this service.

SPACE DESIGN

Design of commercial spaces adapted to the requirements of the brand. For this, we offer advice on interior design, CAD drawing for construction plans, 3D renderings, advice for styling and in-site support.

IMAGE

With the support of Mandarinina Estudio, we offer photography services, video editing and creation of graphic pieces oriented to websites and social media.

ALLIES

We believe in co-working and that's why we have established close relations with other entrepreneurs, that way we can present our clients a larger portfolio of services.



“Excellence is the incessant and unattainable search for perfection”

Lorenzo Borjas Consultores

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08:15

Contact Us

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Medellín, Colombia

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Contact a member of our team through social media!



Francisco Javier Lorenzo Pérez
Managing Partner



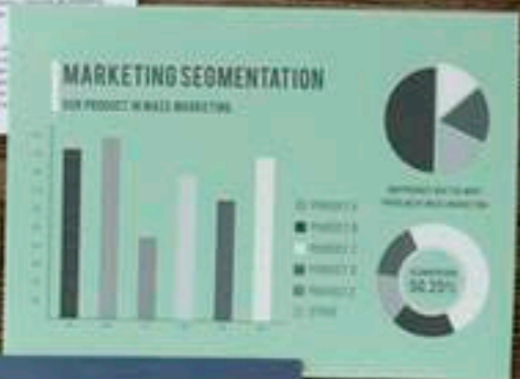
Adriana Carolina Lorenzo Borjas
Design Partner



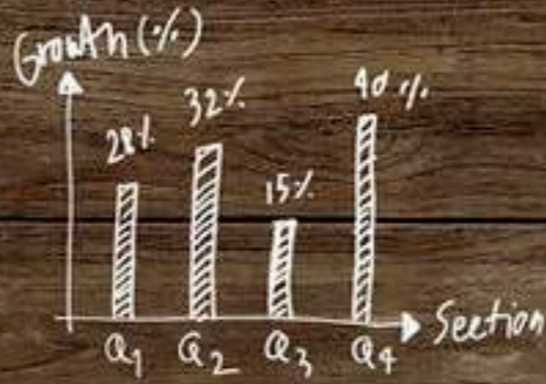
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STRATEGY

- Simple strategy
- Analysis
- Vision & Mission
- Make the difference



PLANNER & CALENDAR						
SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		



Change Concept??

USER INTERFACE

