



Ph.D. Melissa Ponce de León

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WORK EXPERIENCE

Inside Leadership

Programa de talleres de liderazgo
2025-Presente

Author & Speaker

2020-Present

Imprime Tu Camiseta

Screen Printing
2010-Present

Desarrolladora e Inmobiliaria DEGO *Industrial Developer*

Petreos y Agregados de Tijuana

Stone material crusher
2020-2023

Hospital HL

2010-2011

Rique Jaime y Cia. Agente de Seguros y Fianzas

State accident policy for Baja
California's public schools,
2000-2010

Founder & Speaker

Design and facilitation of customized workshops for companies and entrepreneurs, developing key skills in leaders and teams.

Author of the books "Mosaico" and "Jesus and Change Management."

Speaker at various religious and non-religious institutions, personal growth events, and business administration forums.

Recurring topics include: leadership based on biblical principles, personal development, and management techniques.

Participated in conferences, retreats, and workshops focused on holistic well-being.

Co-founder & CFO

Financial Management: handling company finances, ensuring optimal financial health. Cash Flow Management: maintain financial stability.

Budgeting: adjusting budgets to align with organizational goals.

Financial Analysis. Strategic Planning. Decision Making.

General Manager

Financial Management: handling company finances, ensuring optimal financial health. Cash Flow Management: maintain financial stability. Budgeting: adjusting budgets to align with organizational goals. Financial Analysis. Strategic

Planning. Operational Efficiency: Streamlining administrative processes for better efficiency. Problem-Solving. Operations Management. Legal Management.

Reporting to the board.

Partner & CFO

Financial Management: handling company finances, ensuring optimal financial health. Cash Flow Management: maintain financial stability. Budgeting: managing, and adjusting budgets to align with organizational goals.

Customer service: Close collaboration with insurance companies and corporate clients to understand their needs and expectations

Operations Manager and Sales

Supervised over 200,000 insured. Managing a call center, coordinating with medical providers, handling accident incidents, and liaising with a medical coordinator, ensuring efficient healthcare services and support.

Call Center Operations: Proficient in overseeing call center functions, providing responsive support and assistance.

Sales and manage portfolio of over 250 private Schools.

VOLUNTEER WORK

Melissa Ramos A.C.
2021-Present

Founder & Speaker

A non-profit organization whose mission is to support social reintegration programs by assisting women in their restoration process, providing tools based on biblical principles for personal development and growth. Conducting a workshop in a Tijuana prison.
<https://www.facebook.com/melissaramosac>

La Roca Tijuana A.C.
Nonprofit religious organization
2010-Present

Teacher & Speaker

- Teacher of courses and workshops for youth, women, and parents (2013-Present)
- Counselor (2013-Present)
- Youth Pastor (2016-2020)

EDUCATION

Pacifico Universidad
2021-2024

Doctorate (Ph.D.) in Business Administration

Thesis: Organizational Change Model: Links between Kotter's Steps and the Actions of Jesus of Nazareth
Professional License Number: 14841577

2016-2019

Master Degree MBA

Global Certification Entrepreneurs International Registration License number: FT08-G227515-PT0300001

**Instituto Tecnológico
de Tijuana**
1999-2004

Industrial Engineering

DIPLOMAS & COURSES

La Roca Tijuana A.C.
Nonprofit religious organization

Armor of God by Priscilla Shirer (2021)

RESET By Rick Warren (2014)

The Confident Woman By Joyce Meyer (2013)

Women and Their Emotions By Joyce Meyer (2012)

Inner Healing By David Seamands (2011)

Visión Familiar
Biblical Institute
2003-2005

Ministerial School

**Child Sexual Abuse
Therapeutic Care Center**
2001-2002

Surviving Sexual Abuse