

JUAN CAMILO ROBERTO MONTEJO CAICEDO
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PROFILE

A graduate of the Master in Business Administration (MBA) U. of the Andes, at Colombia, with more than 20 years of experience in High Technology, Telecommunications and Financial sectors, both in USA and Latin America.

My area of expertise include: Finance (Quantitative Finance, Risk and Investment Banking), and Corporate Strategy.

I enjoy studying and working with executives and professionals, leading and negotiating highly complex projects.

Besides my experience in the Real and Financial Sectors, I spend good time in Teaching and Consulting.

EDUCATION

- 1994** **MBA (Master in Business Administration.)** Major in **Finance**
Universidad de los Andes, Bogota DC, Colombia
- 1993** **Electrical Engineer Major in Electronics and Computers.**
Universidad Autónoma de Occidente Cali, Colombia
- 1989** **System Engineer. Major in Software Engineering.**
ICESI University Cali, Colombia

PROFESSIONAL EXPERIENCE

INVESTMENT BANKING-FINANCIAL CORPORATE CONSULTING

Bogotá 2009 – Present

Investment Banking Private Boutique

General Manager –Senior Financial Consultant

Responsible for the creation and implementation of the company

CRCBMC SA

Bogotá 2008-2009

Clearing House of BMC

President & CEO

Responsible for the transformation, growth and Corporate IT update.

Main Achievement: Leading technological modernization of the company.

**Universidad Autónoma de Occidente
Cali 2004-2008**

Director Program Management-Dual-mode Berufsakademie

Responsible for the launch, development and growth of the new career.

Main Achievement Award for academic excellence and CERTQUA (Germany) 2005 until 2008.

**Universidad Jorge Tadeo Lozano-Sectional Caribbean
Cartagena 2004**

Dean Management School

Responsible for the development of the several programs of undergraduate and graduate School of Management.

Main Achievement: Record Delivery programs Qualified Management Area.

**Pontificia Universidad Javeriana
Cali 2000 - 2003**

Director of the Specialization in Finance

University Professor of Undergraduate and Postgraduate in the area of Finance.

Main Achievement: Regional Position in Finance.

**Lucent Technologies
USA 1998 - 2000**

Caribbean and Latin America, Y2K (Year 2000) Customer Team Manager.

Latin American level executive, responsible for implementing the 2000 strategy for the various client platforms in the Caribbean and Latin America.

Main Achievement: CALA 2000 President's Excellence Award for outstanding performance.

**IBM de Colombia
Bogotá DC 1996 - 1998**

**TSM Andean Engagement Leader - PSS (Product Support Services)
Nov. 1997 - July 1998.**

Led new business TSM (Total System Management), integrating and selling the portfolio of services from IBM after sales for the entire Andean region.

Main achievement: the opening of a new market with an innovative portfolio in the Andean Region.

**Marketing Financial Advisor (Finance Division)
May 1996 - Nov. 1997.**

Responsible for the design and sale of IBM's financial products to our customers.

Main Achievement: exceeded the goals of funding for Colombia and the Andean Region.

Engagement Manager. (Outsourcing Division)

July 1995 - May 1996

Structure financial solutions outsourcing various IBM businesses in Colombia.

Main Achievement: Led and closed the biggest deal at that time associated with outsourcing to IBM data centers in Colombia (US.12.5 mill. 5-year contract with South American HS)

Financorp SA

Cali - Colombia

CFO-Finance VP

1995

Leader of the financial strategy at the country level.

Main achievement: Member of executive leadership team, who creates and builds the company.

Mazda Credit SA

Bogotá DC - Colombia

Country Commercial Manager and VP

1994

Executive in charge of marketing and sales operation of the company.

Focused primarily on leasing and credit.

Main Achievement: Entering the Colombian financial markets with a new lease 70-30 nationwide. We put about Col.\$ 33.000 mill (US\$16.5 mill) in three months.

IT Consultancy

Cali-Colombia

IT Senior Consultant

1988-1993

TEACHING EXPERIENCE

Teaching experience in Finance in undergraduate and postgraduate.

Universidad de Cuenca - Ecuador

2006-2007

Theory of Financial Risk

Strategic Management

Financial Engineering

Universidad del Valle

2005 -2010

Investment Portfolio

Financial Risk Management

Specialization in Finance

San Buenaventura University

2004

Investment Banking

Universidad Javeriana - Cali

2000-2003

- Economic Engineering
- Financial Mathematics
- Strategic Management
- Finance (Basic and Applied)
- Evaluation, Planning and Project Management
- Investment Portfolio.
- Financial Management
- Financial Services
- Financial Markets
- Financial Engineering
- Capital Markets
- International Finance

Universidad Autónoma de Occidente

Cali

2000-2003

- Project Evaluation
- Economic Engineering
- Investments

Universidad Javeriana

Bogotá

1994

Sales Marketing

Seminar "Management of Competitiveness"

Universidad de los Andes

Bogotá

1994

Graduate Research Assistant:

Faculty of Engineering - CIFI

Monitor-MBA Quantitative Methods

Universidad de la Salle

Bogotá

1994

Sales Management

Finance I, II
MBA Management

Universidad Autónoma de Occidente
Cali

1993

Data Structures in Turbo Pascal
Applied Computer Engineering

ICESI University

Cali

2011

Investment Portfolio-MBA

1989-1990

"General Systems Theory"

CONSULTING EXPERIENCE

INVESTMENT BANKING

Bogota and Cali

2009-Present

- Financial Diagnostics Corporate Media Group
- Business Feasibility Study "gravel" for construction
- Diagnosis, assessment and transfer fruit exporter
- Achieving international bond purchase oil drilling
- Investment Consulting public projects
- Analysis & Development new products on commodities
- Consultancy for engineering company
- Building new business for a large bank
- Private consultant for a stockbroker

RWD

Cali-Bogota

2006

- Consultancy for evaluation of potential customers.

STRATEGIUM

SLC

NOVUS

Cali-Bogota

2005-2006

- Consulting and positioning leads

BVC-Bolsa De Valores de Colombia

Banco de Occidente-Corfivalle

CMC-Center for Capital Market Development

Cali

2004

- "Instruments Fixed Income Valuation and Risk-Bonds

- "Financial Risk Management"

BVC-Bolsa De Valores de Colombia (Stock Exchange)

CMC-Center for Capital Market Development

Cali

2002

- "Instruments Fixed Income Valuation and Risk-Bonds"

Interaction (Broker) and Coomeva

Cali

2002

- Investment Portfolio Structure

BVC-Bolsa De Valores de Colombia (Stock Exchange)

Cali

2001

- Financial Risk Management Seminar
- "Valuation of Securities"

Grupo Empresarial Bavaria

Bogotá DC

1994 - 1995

- Consulting "Sales and Marketing Training"

Montejo Vega & Cia. - Engineers - Architects

Cali

1991-1993

- Consulting
- Define, structure and implement information processes.

Private Consultant - SUGAR SECTOR

Cali

1990-1991

- Advising various businesses related to sugar mills in the area of Information Systems.

ACADEMIC HONORS

ICESI University

- Monitor- Mathematics I
- Monitor- Physics II (Electromagnetism)
- Teaching Assistant - Data Structures in Turbo Pascal

Universidad de Los Andes

- Monitor- Quantitative Methods (Probability Theory)-MBA

- Graduate Assistant Research, "Systems Theory Applied to Organizations".

PAPERS

IV INTERNATIONAL FINANCE SYMPOSIUM

Invited Speaker.

"Coherent Measures of Risk and TailVaR"

Cartagena-Colombia, 20 -22 June 22, 2007