# Vincent MESTRE SALORT

Date of Birth: 10 May 1982

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## Professional Background

05/2012 – 12/2013 Etralux S.A. (ETRA Group / ACS Industry Group). *1 year and 8 month* Madrid, Spain

* **Economist / Lawyer.** Etralux International Department. *Telecommunications Sector.*
* Analysis and Risk Management in international projects (economic, financial and legal risks).
* International Tenders (Project management from project initiation to award).
* Coordination of the different department for international expansion (PMO)
* International Finance (Guarantees, Warranties, External Delegation Management, project financing, financial models, Export Credit Agency (ECA), etc.).
* International Law (FIDIC Contracts, Joint Ventures (JV) Agreements, Constitution of company, Memorandum of Understanding (MoU), etc.).
* Business Development in new markets (Brazil, Bulgaria and Turkey), identifying projects, and collaboration with the public administrations improving their investment policies in infrastructure.
* PROJECTS:

*International:*

* *Construction of complex adaptive information system, traffic management and control system of the city of Izmir. (Turkey).* City Hall of Izmir (Pre-qualifiers). Budget: €27,900,000 Euros. Electronic Trafic S.A.
* *Construction and installation a tolling system in Macedonia 1st Phase*. Agency for state Roads (ASR) EBRD. (Pre-qualifiers) Budget: €10.000.000 Euros. Joint Venture: Electronic Trafic S.A. – TECSIDEL S.A. – Enec Muhendislik
* *Rehabilitation of the Public Lighting of Bulgaria (Batches I, II, III)* KIDS. Ministry of Economy and Energy of Bulgaria. (Awarded). Budget: €9,045,285.07 Euros. Etralux S.A.
* *Supply, installation, operation, and maintenance of an intelligent system to monitor the passenger public transport system of the metropolitan region of Recife (Brazil).* Transport Consortium of the metropolitan region of Recife. (Awarded). Budget: €17,700,699.72 Euros. Electronic Trafic S.A.
* *Deployment of an electronic operational system in the collective transport network of Managua, Nicaragua.* United Nations for Development program (Awared) Budget: €300,000 Euros. Electronic Trafic S.A.

*National:*

* *Comprehensive mobility agreement in the city of Madrid*. City Hall of Madrid (Spain). (Awarded). Budget: €884,094,326 Euros. Joint Venture: Dornier - API Movicilidad - Vinci Park - Setex Aparki - Electronic Trafic S.A.
* *Integral energy and management of urban facilities in the City of Madrid*. (Spain) Town Hall of Madrid. (Awared) Budget: €785,887,156.69. Euros. Joint Venture: Etralux S.A. – Sociedad Iberica Construcciones Electricas (Sice) – IMESAPI S.A.– URBALUX S.A. – CETELUM Iberica S.A.

Jesús Manzano del Pozo [jmanzano.etralux@grupoetra.com](mailto:jmanzano.etralux@grupoetra.com) General Manager Etralux S.A.

José Antonio Fernández García [ja.fernandez@grupocobra.com](mailto:ja.fernandez@grupocobra.com) Executive Director Etra Group (Electronic Trafic S.A.)

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03/2011 – 12/2011 Banco Bilbao Vizcaya Argentaria (BBVA) Research. *10 month* Hong Kong, China

* **Economist.** Department of Emerging Economies. "Cross Country Emerging Markets team". *Banking Sector*
* Constant monitoring of EAGLE's project (Emerging and Global Leading Economies). Emerging economies that will lead the global growth in the next ten years.
* Primary contact between team workers in BBVA Hong Kong, Madrid, Mexico.
* Research, creation and maintenance of economic databases (Bloomberg, DLX, View Graph, Eviews, …)
* Sectorial data analysis (construction, tourism, automotive…) in different emerging economies.
* Prepare weekly/quarterly reports on emerging economies (Macroeconomic)
* In depth knowledge of Asian economies and other emerging economies

Alicia Garcia-Herrero ([alicia.Garcia-herrero@bbva.com.hk](mailto:alicia.garcia-herrero@bbva.com.hk)) Chief Economist for Emerging Markets

Alvaro Ortiz Abarca ([alvaro.ortiz@bbva.com](mailto:alvaro.ortiz@bbva.com)) Chief Economist sectional analysis of emerging economies BBVA.

43/F Two International Finance Centre, 8 Finance Street, Central, Hong Kong

Phone (852) 2582 3111 Fax (852) 2587 9717

01/2010 – 12/2010 Valencia Chamber of Commerce (IVACE Shanghai) *1 year* Shanghai, China

* **Market Analyst.** Support projects and development of commercial relations enter the Community of Valencia and China. *Public Administration Sector.*
* Direct and reverse trade mission organisation.
* Organise and present marketing studies, on eastern consumer behaviour.
* Market Research: Construction, Medical equipment, biotechnology, etc.
* Organize and participate in trade fairs (FHC, SIAL, …)
* Presentation of products (IVACE service) to importers or local companies as well as "testing" products
* Human resources search in destination (IVACE service), perform relevant efforts to locate suitable local staff to the needs arising
* Support to Valencia companies for preparation for international tenders (search for local partners, prequalifications, etc. ) to be submitted to multilateral agency tenders in Asia (BAD, …)
* Legal Support to companies introduced in China (Incorporation of company - representation office, taxes, Copyright, …)
* Aid management (GV internationalisation orders, sectorial programs, competitiveness plans, PIPE, …)
* Plan and organize several activities and events for the purpose of promoting services in the Community of Valencia

Ricardo Blazquez ([rblazquez@ivex.sh.cn](mailto:rblazquez@ivex.sh.cn)) Delegate IVEX Shanghai

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Maria Escarti ([mescarti@camaravalencia.com](mailto:mescart%C3%AD@camaravalencia.com)) Foreign Trade. Chamber of Commerce Valencia.

Jesus Street nº 19 46007 Valencia. Spain Phone (+34) 963 103 900 Fax (+34) 963 531 744

05/2009 – 12/2009 Urdisar S.L. (Grupo Siid). *8 month* Alicante, Spain

* **Responsible for Tenders.** Preparation of tenders at an international level in multilateral agencies. *Engineering/architecture Sector*
* Development of the company's strategy at an international level (Latin America (Peru), North Africa (Morocco) and Eastern Europe (Bulgaria)
* Search for international tenders, selection of local partners, direct relationship with partners, drafting of administrative documentation, aid management (FAIP)
* PROJECTS:
* *Consultancy Service for urban planning in informal settlements (Panama).* Prequalifications. P+CA – Urdisar - Getan
* *Consulting Service for the design of the Tacna-Mazocruz motorway, section Tarata-Capazo (Peru) .*  Prequalifications. Joint Venture: 4.1. Engineering Project Management
* *Feasibility Study for development of the terms of reference for sanitation and wastewater treatment tender (Algeria).* Prequalifications. Joint Venture: Urdisar S.L. – Vielca Ingenieria S.A.
* *Study for the construction of Binational Border Service Center (CEBAF) Desaguadero (Peru)*. Prequalified. Joint Venture FMZ Architects - Ingedisa - Urdisar.
* *Preparation of pre-investment studies and investment under the "turnkey contract" of basic tourism infrastructure projects for tourism development at Titicaca Lake (Bolivia)*. Prequalified. Joint Venture Bolivian Engineering Company (CBI) - Urdisar - Skala Strategies

Enrique Perez ([enriqueperez@urdisar.es](mailto:enriqueperez@urdisar.es)) General Manager Urdisar Group

Ignacio Sempere ([i.sempere@urdisar.com](mailto:i.sempere@urdisar.com)) Urdisar International Area.

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11/2008 – 04/2009 Sedesa Construction (Ezentis Infraestructuras). *6 month* Budapest, Hungary

* **Junior Finance Department.** Support to Financial Director in the daily management of the Delegation. *Construction Sector*
* Realisation of bank reconciliation, labour management, contract drafting, taxes, guarantees, monthly closures, feasibility and project funding , etc.
* Support for the Department of tenders to submit to local works tenders. Preparation of formal tender documentation.
* PROJECTS:
* *Expressway M-43 Szeged to Mako P.K. 9,7 - P.K. 18,4 (Hungary).* Infrastructure Development Agency. Budget: 132.000.000 Euros. Joint Venture: Sedesa Obras y Servicios S.A. and Hídépíto Zrt.
* Construction a reservoir in*Tisza river (Hungary).* Directorate General of Hydraulic Affairs. Budget: 50.000.000 Euros. Joint Venture: Sedesa Obras y Servicios S.A. y Hídépitó Zrt.
* *Integrated Water Project in Smolianski Ezera area (Bulgaria).* City Hall of Smolyan. Budget: 22.409.390 Euros. Sedesa Obras y Servicios S.A.
* *Expansion and Improvement of Road R14 Balti – Sarateni (Moldova).* Ministry of Transportation and Infrastructure. Budget: 2.360.000 Euros. Sedesa Obras y Servicios S.A.

Alejandro Urciuolo ([alejandro.urciuolo@ezentis.com](mailto:alejandro.urciuolo@ezentis.com)) Director for East European Zone

Juan Jose Tortajada ([juanjose.tortajada@ezentis.com](mailto:juanjose.tortajada@ezentis.com)) International Finance Director

Marvany nº 16. 1012 Budapest. Hungary Phone (+36) 1328 0725 Fax (+36) 1328 0716

Floreasca nº 39 – 5. Sector 1. 014.453. Bucharest Romania. Phone (+40) 212 308 210 Fax (+40) 213 131 661

05/2008 – 10/2008 Sedesa Construction (Ezentis Infraestructuras). *6 month* Bucharest, Romania

* **Junior Finance Department.** Support to Financial Director in the daily management of the Delegation. *Construction Sector*
* Realization of bank reconciliation, labour management, contract drafting, taxes, guarantees, monthly closures, feasibility and project funding , etc.
* Support to the Department of tenders to submit local works tenders. Preparation of formal tender documentation.
* PROJECTS:
* *Bucharest Historic Center Rehabilitation (Romania)*. City Hall of Bucharest. FIDIC Contract. Budget: 30.793.553 Euros. Sedesa Obras y Servicios S.A.
* *Braila Historic Center Rehabilitation (Romania)*. City Hall of Braila. FIDIC Contract. Budget: 7.284.130 Euros. Sedesa Obras y Servicios S.A.
* *Rehabilitation of Industrial Park Moreni (Romania)*. Budget: 7.271.527 Euros. Sedesa Obras y Servicios S.A.

06/2007 – 03/2008 Valencia Federation Construction Companies (FEVEC). *9 month* Valencia, Spain

* **Junior International Department.** Support to construction companies in their internationalization process. *Construction Sector*
* Collaboration in drafting of the Plan for internationalization of the construction sector in the Region of Valencia, 2008 (Strategic Plan)
* Conducting market surveys on the construction sector in emerging countries
* Realization of prospecting trips to emerging markets (Romania and Former Yugoslavia)
* Support to companies at the time of submission to international tenders in Multilateral Organizations (IDB, EBRD, EIB, Europeaid, EU Funds …)
* Grant Management. Order of internationalization Generalitat Valenciana, FAIP (Fondo de Ayuda Integral a Proyectos), PIPE (Plan de Iniciación a la Promoción Exterior), I-Creo (Centro de Reflexión Estratégica de oportunidades de Innovación)
* Management with credit entities for guarantees, bid bonds, .
* Collaboration in the first edition of the "*I Master's Degree in Business Administration and building* " (AIDICO, FEVEC, UPV). Innovation Plan for Construction Sector

Rafael de la Cuadra ([rcuadra@fevec.com](mailto:rcuadra@fevec.com)) International Director FEVEC

Ignacio Trigo ([Ignacio.trigo@aidico.es](mailto:ignacio.trigo@aidico.es)) International Department AIDICO

Musico Peydro nº 36-4. 46001 Valencia. Spain. Phone (+34) 963 525 369 Fax (+34) 963 520 744

09/2006 – 09/2006 Bankia (Ex Bancaja). *3 month* Daimús, Valencia, Spain

* [**Finance Assistant**](https://www.linkedin.com/search?search=&title=Finance+Assistant+in+Bank+Office&sortCriteria=R&keepFacets=true&currentTitle=CP&trk=prof-exp-title)**.** Attending customers in the bank office. *Banking Sector*
* Process deposits and withdrawals of cash
* National and overseas transfers.
* Cash national and foreign checks.
* Finance products and services selling.
* Helping customers in the cash machine uses.
* Escalated Stock Market information to management
* Invoices, bills, mortgages/loans/credits, payments collection
* Data enter and analysis of clients list: writing address, telephone number to contact, marital status, age range and potential products to sell
* Customer’s credits and loans maintenance

Jose Luís Cardona Frasquet – Director of the Office

Plaza Rector Pons 16. 46710. Daimús. Valencia SPAIN

## Education

Instituto de Estudios Bursatiles (IEB) (01/2013 – 05/2014) Madrid, Spain

* ***Master in Corporate Finance and Investment Banking***. 12th Edition.

ADEIT Foundation – Instituto de Estudios Fiscales (10/2006 – 06/2007) Valencia, Spain

* ***Master in Finance and Tax (Tax consultancy).*** 16 Edition. 62.08 ECTS credits.

Registration of University degrees: 526585

Estema Foundation – Miguel Hernandez University (10/2001 – 07/2006) Valencia, Spain

* ***Degree in Law***

National Register of Titles. 2009/165984. Centre Code: 46035057

Estema Foundation – Miguel Hernandez University (10/2000 – 07/2006) Valencia, Spain

* ***Degree in Business Administration and Management (ADE)***

National Register of Titles. 2009/165983. Centre code 46035057

## Complementary Studies

London School of Economics and Political Science. Executive Education London, United Kingdom

* ***IEB - LSE International Financial Market Executive Program***

Monday 9th September till Friday 13th September 2013

Instituto de Estudios Bursátiles (IEB) (03/2013 – 07/2013) Madrid, Spain

* ***Advanced Program in Financial Futures and Options***

Centro de Estudios Económicos y Comerciales (CECO) (10/2012 – 12/2012) Madrid, Spain

* ***Course Management in international operation***

Registration No.: Tome 19, Page 45 (December 2012)

Instituto Superior de Técnicas y Practicas Bancarias (ISTP) (03/2010 – 10/2010) Valencia, Spain

* ***Graduate degree in Stock Exchange and Financial Markets (250 hours)***

Escuela de Proyectos Internacionales (Corporate Solutions) Valencia, Spain

* ***Graduate Degree in Business with multilateral institutions (23 credits)***

Registration No.: 20050266

Centre de Formación de Posgrado (CFP) of the Polytechnic University of Valencia (UPV) Valencia, Spain

* ***Higher Course of Internationalization of the company (240 hours)***

Registration No. 07/27971

Instituto de Ciencias de la Educación (ICE) Polytechnic University of Valencia (UPV) Valencia, Spain

* ***Teacher Training Certificate (CAP)***

No. 5018. Date: 16/05/2007

## Publications

* Economist

BBVA Research. Department of Cross-section Analysis of Economies. 7th March 2011. *EAGLEs Quarterly Report. First Quarter 2011*. <http://bit.ly/LSQDO0>

Authors: Vincent Mestre Salort and others

* Economist

BBVA Research. Department of Cross-section Analysis of Economies. 3rd June 2011. *EAGLEs Quarterly Report. Second Quarter 2011*. <http://bit.ly/KVjGkk>

Authors: Vincent Mestre Salort and others

* Economist

BBVA Research. Department of Cross-section Analysis of Economies. 1st September 2011. *EAGLEs Quarterly Report.* Third Quarter 2011. <http://bit.ly/LMa3km>

Authors: Vincent Mestre Salort and others

* Economist

BBVA Research. Department of Cross-section Analysis of Economies. 2nd December 2011. *EAGLEs Quarterly Report. Fourth Quarter 2011*. <http://bit.ly/Ntwslh>

Authors: Vincent Mestre Salort and others

## Professional Association

* *Colegio de Abogados de Madrid*. License Number: 112.245. NON practising Solicitor

## Languages

* Spanish. Native speaker
* English. Advanced “Oxford Study Services” Certificate 25/07/1999 – 14/08/1999
* Chinese Beginners Language, Culture and Business for professionals (40 hours)
* French Beginners French Elementary Level (30 h)
* Valencian Native Speaker Certificate of elementary knowledge of Valencian E/07/1863

## Computer Skills

Excel Word Power Point SPSS Eviews Outlook Internet

## Other relevant information

Final project: “Bloque Leonardo”. Registered at Spanish Intellectual Property Registry. Registration Number: 09/2005/2845. Winner of one of the 20 enterprise project contest for young entrepreneurs (XII edition) of the Bancaja Foundation (Bankia).

Valencia, August 2014