**Key Competencies**

Business Development

Team leader and Project manager

Innovation Consultant and Technology transfer Officer

**Professional Experience**

|  |  |
| --- | --- |
| **Date** | **December 2010 – On going** |
| **Venue** | Madrid |
| **Company** | InNorMadrid |
| **Position** | Project Manager |
| **Key responsibilities and achievements** | **Association Set-Up**   * Kick-off and launching of InNorMadrid * Building of the strategic plan including defining its business model * Lobbying with local, regional and European institutions   **Association management:**   * Responsible for securing funding for InNorMadrid. * Assessing Local Madrid Regional councils to create Entrepreneur-Supporting programmes. * Acting as Technology transfer office for the UAM enabling University<=>Business Collaboration for R&D Projects. * R&D Project management for SMEs   **Achievements:**   * InNorMadrid, self-financed from year 2 * Over 6M€ in funds raised for R&D projects for SMEs * Creation and leading the organization (in coordination with the European Commission) of the International Thematic Forum “Fostering University Business Cooperation Ecosystems in Europe and Latin America |

|  |  |
| --- | --- |
| **Date** | **Julio 09 – Noviembre 2010** |
| **Venue** | Madrid |
| **Company** | Independent Consultant |
| **Position** | Independent Consultant |
| **Key responsibilities and achievements** | **Business Development:** Networking primary with partners & customers, to attract projects and activities to work as an independent consultant.  Acting as independent consultant to bring value to SMEs and to Public Administration.  **Participation in project of 5 entities.**   * Feasibility studies for setting up local branches of Spanish companies in The Philippines, Dubai and Chile. * Technical Assistance for the participation of SMEs in tendering of multilateral organization funded projects * Evaluation of technical and economic feasibility to select the projects to be financed by the Madrid Regional Government and the ICO. * Technical and financial tracking of 32 projects of SME support programs for the Madrid Regional Government.   **Achievements:**   * Successful set up of a wine local branch in the Philippines and two contracts in Chile in the olive oil manufacturing sector * 2 SMEs shortlisted in international tenders, one of the European Commission and other of the Inter-American Development bank |

|  |  |
| --- | --- |
| **Date** | **December 07 – June 09** |
| **Venue** | December 07 – July 08 Manila, Philippines / July 08 – June 09 Bilbao |
| **Company** | Idom |
| **Position** | Business Developer y Project Manager |
| **Key responsibilities and achievements** | **Opening representative office of IDOM in the Philippines.**  **Responsible for Business Development in Southeast Asia**  In charge of coordination of Management of Feasibility Study for Solid Waste Management in Bacolod (Philippines)  **Responsible for the following winning proposals for international organizations**   * SME Support Innovation Fund in Colombia (Inter-American Development Bank) * Review of quality Monitoring System for EU funded Projects (European Commission) * Analysis of Logistics Industry MENA region (World Bank / IFC)   **Achievements:**   * Winning contracts for more than 1M€ including achivements with the following entities: European Commission, Asian Development Bank, IFC-World Bank, Ministry of Industry, SPRI. |

|  |  |
| --- | --- |
| **Date** | **January 07 – December 07** |
| **Venue** | Manila, Philippines |
| **Company** | Basque Government / Spanish Embassy to the Philippines |
| **Position** | Trade Officer |

|  |  |
| --- | --- |
| **Date** | **May 2005 – October 2006** |
| **Venue** | Bilbao |
| **Company** | Terra Nova |
| **Position** | Junior Consultant |

|  |  |
| --- | --- |
| **Date** | **December 2004 - Abril 2005** |
| **Venue** | Bilbao |
| **Company** | Seguros Bilbao |
| **Position** | CEO Assistant |

**Education:**

|  |  |  |
| --- | --- | --- |
| Date | **Institution** | **Degree** |
| 2012 | ESADE Business School | Technological Valuation Expert |
| **2008 -2009** | Universidad Autónoma de Madrid | Ms in Project Management |
| **2006** | Universidad del País Vasco | Foreign Trade Expert |
| **2000 - 2005** | Universidad del País Vasco | Bsc in Economy |

**Language:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Language | **Overall** | **Reading\*** | **Speaking\*** | **Writing\*** |
| Spanish | Mother Tongue | 5 | 5 | 5 |
| **English** | Excellent (C1) | 4 | 5 | 4 |
| **Basque** | Bilingual | 5 | 5 | 5 |

\*(From 1 to 5, being 5 top score

**Computer Literacy:**

Office Software Suites: Microsoft Office (Power Point, Excel, Word), Open Office,

Mail Clients: Outlook, Lotus Notes,

**References:**

Available upon request.