



Alex Urrutia, MBA

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ABOUT ME

I am a **passionate** and **people-centered leader** committed to fostering a **collaborative** work environment where interests are aligned and work is meaningful. My focus lies in developing **innovative business processes** that not only enhance productivity but also **make work more enjoyable** for all team members. I thrive on exploring new technology solutions and discovering how they can be integrated across different areas of my business **to drive sustainable growth and success.**

EDUCATION

Master of Business Administration | 2010
IESE Business School,
Barcelona, Spain

Bachelor of Arts in Philosophy | 2003
University of Miami, FL

SKILLS

- Leadership
- Creativity
- Teamwork
- Communication
- Negotiation
- People Management
- Crisis Intervention
- Training
- Applied Behavior Analysis
- Healthcare Management
- Financial Modelling
- Project Finance
- Data Analysis
- Python
- JavaScript

PROFESSIONAL EXPERIENCE

Co-Founder & Administrator, Social Skills for Life, Inc., Atascadero, CA, 2016-Present

- Co-founded an Applied Behavior Analysis (ABA) company providing therapy for Autism Spectrum Disorder (ASD).
- Manage a team of 15 employees, overseeing client onboarding, payroll, compliance, billing, AR, process improvement, and staff training.

FP&A Senior Business Partner - Install, Sunrun, San Francisco, CA, 2015-2016

- Managed financial analysis and forecasting for Operations/Install departments.
- Provided regular financial insights to VP of Finance and CFO, partnered with COO and VP of Operations to identify cost trends and set targets.

Director – M&A/ Business Development, Grupo Finmart (EZCorp Subsidiary), Mexico City, Mexico, 2014-2015

- Led inorganic growth initiatives, including acquisition of loan portfolios and product diversification through M&A.
- Developed M&A pipeline of \$50 Million+, provided market intelligence to CEO and Board of Directors.

Vice President – Equity Capital Markets, BBVA Group, Mexico City, Mexico, 2013-2014

- Advised, structured, and executed equity issuances in the Mexican Stock Exchange.
- Led IPOs and Follow-on Offerings for multiple high-profile clients.

Structured Finance Associate- Infrastructure and Real Estate, BBVA Group, Mexico City, Mexico, 2010-2013

- Advised, structured, and executed potential Infrastructure and Real Estate Investments.
- Led, developed, and managed analysts on numerous transactions and research projects.

Structured Finance Summer Associate- Energy, BBVA Group, Madrid, Spain, 2009

- Supported senior team members on all aspects of the transaction process in the Iberian Renewable Energy Project Finance team.

Analyst, Coalition, London, United Kingdom, 2007-2008

- Worked across a range of Product Development and Project Implementation functions.
- Built and marketed a hedge fund model, implemented model in a project resulting in a multimillion-dollar investment.

Consulting Analyst, Accenture, Boston, United States, 2005-2007

- Worked on business process design and project management for large scale IT implementations.
- Managed overall project risk log, developed functional requirements and designs for customization of Oracle 11i Customer Service modules.