

Jorge Garcia Gutierrez-Marcet

Avenida Santuario de Valverde 18, 28049 Madrid
+34 608 350 523
jgarciam78@gmail.com



EXTRACT

Director of energy infrastructures including HV transmission lines, solar, biomass, waste to energy, gas and bioethanol energy plants. More than **15 years of international experience** as Business Development and Bidding Director (awarded projects above 2,000M USD), Project Director (projects above 1,000M USD) and Consultancy Manager.

Leading **multidisciplinary** (Commercial, Bidding, Financial, Legal, Engineering, Construction, Operations) and **international** (located in Spain, Germany, The Netherlands, Poland, Israel, Mexico, Panamá, Chile, Perú and Brasil) teams above **30 people**.

Strong technical, commercial, and financial skills with deep experience managing all phases of large energy projects from development, bidding, negotiation, financing, engineering, procurement, construction, commissioning to operation&maintenance.

Strategic mindset, communication and negotiation capabilities, with ability to manage complex stakeholders environments with customers (public and private), partners (financial and industrial), lenders, authorities and subcontractors.

Proven ability to build high performance and cohesive teams, leading them with open mind and devoted effort, identifying the talent and supporting its independency and growth, to successfully reach the objectives.

PROFESSIONAL EXPERIENCE

Global Director Industrial Development – ACCIONA Concessions, Madrid, Spain

2021 to Present

- Heading business development, bidding, and M&A processes for Investment and O&M of Transmission Lines, Waste to Energy and District Heating & Cooling projects
- Designing strategy for developing industrial projects, entry in different countries and selection of partners. In just two years ACCIONA has positioned as one of the main players of Transmission, involved in all large bidding processes globally, partnering with first tier transmission companies, and signing its first Concessionaire HV Transmission Line contract.
- Managing permanently ca. 5 bids with large multidisciplinary teams including Financial, O&M, Legal, Environmental, Easements
- Bids managed in 2021 and 2022: High Voltage Transmission lines in Chile, Perú and Australia (above 8bn USD), Waste to Energy plants in Canada, UK and Australia (1bn USD); District Heating in Spain, Biomethane plants in Spain (50 MUSD)
- Contract signed: HV Transmission Line between Reque to Nueva Carhuaquero, Peru (50 MUSD)

Global Director Origination and Partnering – ACCIONA Concessions, Madrid, Spain

2020

- Heading origination and partnering for Investment in Transmission Lines, Waste to Energy and District Heating & Cooling
- Designing strategy for developing all industrial projects, entry in different countries and selection of partners
- Contract signed: Waste to Energy in East Rockingham, Australia (300M USD).

Director America and Europe Business Development – ACCIONA Industrial, Madrid, Spain

2017 - 2019

- Heading business development for EPC (Engineering, Procurement and Construction) energy projects, including solar PV, thermosolar, biomass, waste to energy and combined cycle power plants
- Managing permanently ca. 5 bids with large technical multidisciplinary teams, including process, civil and electromechanical engineering, construction estimation, beside legal and financial
- Designing strategy to enter in new technologies and countries, such as the Waste to Energy in UK, where ACCIONA has become a reference being the dominant EPC contractor
- Contracts signed: Thermosolar plant in Chile (650M USD), Waste to Energy in UK (200M USD), 2 x Biomass in Spain (200M USD).

VP Latin America Business Development – ABENGOA (Abeinsa BD), Sevilla, Spain

2015 - 2016

- Heading business development for EPC (Engineering, Procurement, Construction), Investment and O&M in Energy (Thermosolar, PV, Wind, Biomass, Hydro and Gas) and Water (Water and waste water) projects

- Managing a commercial team located in Spain, Mexico, Panama, Colombia, Peru, Brazil and Chile, and ca. 5 bids with large multidisciplinary teams including Financial, EPC, O&M, Legal, Environmental
- Designing strategy to maximize the positioning of ABENGOA in Latam and in technologies such as Thermosolar
- Signed projects: Thermosolar plant in Chile (800M USD), Combined Cycle plant in Mexico (500M USD)

VP Biofuel Business Development – ABENGOA (Abeinsa BD), Sevilla, Spain

2014

- Heading business development for Engineering, Procurement, Construction and Investment of Bioethanol greenfield projects
- Managing a commercial team located in USA, Singapore and Spain

Director Europe Business Development – ABENGOA (Abener), Sevilla, Spain

2012 - 2013

- Managing business development for Engineering, Procurement, Construction and Investment of Energy (Solar, Gas and Biomass) greenfield projects
- Designing strategy to entry new relevant countries for Abengoa such UK and Germany
- Proposals submitted: Combined Cycle in Israel (150M USD), Thermosolar plant in Israel (300M USD), Biomass in UK (700M USD), Combined Cycle in Germany (300M USD)
- Signed projects: Biomass power plant in UK (700M USD)

Deputy Project Director on EPC Bioethanol – ABENGOA (Abener), Rotterdam, The Netherlands

2009 - 2011

- Deputy Project Director for an EPC (Engineering, Procurement and Construction) project of the European largest Bioethanol Production Plant (400,000 m3/y), including a cogeneration power plant of 50MW cogeneration. Total project above 500M USD
- Managing directly a team of 30 people for Engineering, Purchasing, Permitting, Finance Controlling
- Acting as EPC Project Director onsite for the first 2 years of Operation and Maintenance of the plant, solving all EPC items pending, and working with the O&M to take the plant to exceed 15% of its nominal capacity in less than 1 year

Deputy Project Director on EPC Bioethanol – ABENGOA (Abener), Rostock, Germany

2008

- Deputy Project Director for an EPC (Engineering, Procurement and Construction) project of a Bioethanol Production Plant (400,000 m3/y), including a cogeneration power plant of 50MW cogeneration. Total project above 500M USD
- Managing team of 15 people for Engineering, Purchasing, Permitting, Finance Controlling
- Project was finally suspended after one year of Permitting and Engineering due to the bioethanol market trend change

Senior Consultant of Supply Chain Management – SAP, Miranda de Ebro, Spain

2007

- Design and Implementation of Demand and Production planning systems for oil company REPSOL. Identification of critical processes, designing of key improvements and managing the implementation of the system. Managing team of 4 consultants.

Senior Consultant of Supply Chain Management – SAP, Madrid, Spain

2005 - 2006

- Implementation Production & Scheduling planning systems for oil company REPSOL. Identification of critical processes, designing of key improvements and managing the implementation of the system. Managing team of 2 consultants.

Consultant of Supply Chain Management – SAP, Valencia, Spain

2004

- Implementation Production Planning system for the pharmaceutical company BIOMET.

EDUCATION

2018 / 2019	Executive MBA at Instituto de Empresa (Madrid, Spain). Honours in Economy, Strategy, Operations and HR
2003 / 2004	Master of Science in Engineering and Management of Manufacturing Systems, Cranfield University (UK)
1996 / 2003	Industrial Engineering at Escuela Técnica Superior Ingenieros Industriales, Univ Politécnica (Madrid, Spain)

LANGUAGES

Spanish	Mother tongue
English	Fluent written and spoken
German	Medium level written and spoken