



CAMILO VICARÍA

BUSINESS DEVELOPMENT & SALES PROFESSIONAL

Work Experience

Foreign Direct Investment (FDI) Officer

South Carolina Department of Commerce

Munich - Germany

July 2023 - April 2025

- Grew investment attraction to South Carolina by handing to Project Managers in Columbia 6 opportunities, for a total capital of over 423 million USD and 1,286 jobs estimated to be created.
- Amplified the Office's prospects' potential in pipeline by moving 117 leads to 43 to the stage of requesting information and 21 to the development of a business case.
- Expanded outreach of colleagues at trade fairs by scheduling 17 confirmed meetings.
- Increased team's exhibitors lists vetting efficiency by developing an excel tool and training colleagues on its use, representing at least double (100%) productivity in this recurring task.

Senior Executive, Industry Groups – Latin America

Baker McKenzie

Bogota - Colombia

February 2023 - May 2023

- Accelerated activations by 35% in legal mandates with new clients and frequent customers by designing legal solutions, as well as fostering collaboration across Latin American teams, issuing publications, marketing presentations and reports. Also, sharing practices and scaling relationships with accounts to a regional level.

International Cooperation Advisor

Procolombia

Bogota - Colombia

February 2021 - January 2023

- Managed projects over a million euros that led to a 52% increase in exports results and international tourists, cooperation and lessons shared with international partners and analysis of key evidence to be more effective in alliances and our advice to companies.
- Recognized with the Team Work Award in 2021.

Contact



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[camilovicaria](#)



Bogota / Münster



14.01.1992



Colombian, German (EU)



Single, without children

Investment Advisor
Procolombia
Bogota - Colombia
November 2018 - January 2021

Languages

- English (C1 IELTS)
- Spanish (Native tongue)
- French (C1 TEF and DALF)
- Italian (C1)
- German (C1)

Software Skills

- Salesforce
- Microsoft Dynamics
- Adobe
- Excel
- Word
- Power Point
- Canva
- Instant Data Scraper
- Chat GPT

Recognitions

- *Best Respondent Written Submission- All-American Regional Round*
(Washington D.C., United States, John Jackson Moot Court 2015).
- *Diplomacy Award* (Seoul, South Korea, Harvard World Model of United Nations).

Certificates

- Admitted to practice law in Colombia.
- Colombian driving license.
- German driving license.

- Enhanced the pipeline with 46% more leads of manufacturing companies looking to expand by designing nearshoring and soft-landing strategies and collaborating with offices in North America to visit potential prospects.
- Attracted over 150 million USD of North American investments and supported the creation of 800 jobs by selling expansion opportunities in Colombia and connecting with new prospects.
- Drove revenues by 34% upwards of established investors by an evaluation of their obstacles, research on applicable incentives and the proposal of business policies in Colombia.
- Best performance among advisors in 2019, closing 40% over targets.

Junior Legal Affairs Officer

World Trade Organization
Geneva - Switzerland
July 2016 - October 2017

- Led an information management initiative on trade and environment news across the organization, raising awareness on sustainability issues with colleagues across 7 Divisions.
- Enlarged the scope of trade and environments laws by fostering negotiations of delegations in technical standards and the environment, with one publication on trade measures in multilateral environmental agreements.

Intern

Ministry of Foreign Affairs of Colombia
Bogota - Colombia
August - October 2013

- Evaluation performance of 95/100.

Visiting Lecturer

Rosario University, La Gran Colombia University, Bern University
Bogota - Colombia / Bern - Switzerland

Education

Master in International Economic Law and Policies

2015 - 2016
University of Barcelona
86.46 % GPA

Law Degree

2010 - 2016
Rosario University
88.8 % GPA; 3 Academic Excellence Awards (2014 and 2015)
Ranking of 17 among 272 students

Publications

- "Marcas en el capítulo de Propiedad Intelectual del TPP": ¿sí o no?, AMCHAM Business Mail, Edition No. 126, March 2016, p. 14-15.
- "América Latina: Destino de Inversión en el 2015", AMCHAM Business Mail, Edition No. 119, July 2015, p. 12-13.