# JOSE IGNACIO DE OTEYZA

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**Education**

1999-2001 **MIT SLOAN SCHOOL OF MANAGEMENT Cambridge, MA**

Candidate for MBA, June 2001.

Management concentration: Financial Management.

Vice President of Sloan Club Latino. Member of Finance Club.

1990-1995 **UNIVERSIDAD CATOLICA ANDRES BELLO Caracas, Venezuela**

Bachelor of Arts in Economics.

Elected Class Delegate to the Economics Faculty and Student Council 1991-95.

Selected to represent student body in the National Congress of Students of Economics in 1993.

Awarded Procter & Gamble Excellence Prize for superior academic performance and commitment to extracurricular activities 1993-95.

**Experience**

Summer 2000 **CHASE MANHATTAN BANK New York, NY**

#### Summer Associate-Global Investment Banking

* Global Power Group: Participated in the advisory team of a Latin America utility company that faced a hostile take-over. Some of the main responsibilities included the elaboration of a structuring summary and the valuation of small companies of the Group.
* Involved in the valuation and divesture of a Latin American gas company.
* International Fixed Income Group: Prepared a proposal and execution strategy of a US$ 1 billion global bond offering for a major Latin American Telecom company.
* Participated in a sovereign liability management proposal for a Latin American country.

1996-1999 **ARTHUR D. LITTLE, INC. Caracas, Venezuela**

#### Consultant

* Co-managed a multifunctional team for a financial and operational analysis and diagnostic of the third largest commercial bank in Venezuela. The recommendations aimed to reduce operational costs in US$ 1million and were accepted by the Board of Directors.

## **Business Analyst**

* Co-elaborated an information memorandum for the divestment of the largest Venezuelan automobile and machinery retailer company.
* Developed the organizational structure and corporate strategy of a bankrupted coating corporation in Venezuela. This project led the company to restructure its debt with the financial institutions and to acquire new investment partners.
* Core member of the team responsible for the implementation of a new advertising process for the largest and most profitable newspaper in Venezuela. The project increased advertising revenues by 18% in one year, with one segment growing by 44%.
* Participated in the business processes redesign of the new product development, billing and collections processes of a major Latin American telecommunications company.

1998-1999 **PARTINCA TV Cojedes, Venezuela**

#### Co-founder & Director

* Founded and managed a small cable company in a city of 100,000 people, capturing 1,500 subscribers and offering 25 cable channels over a period of 12 months. The company was successfully sold to a nation wide cable group.

1995 **MERRILL LYNCH Caracas, Venezuela**

#### Analyst for Private Banking

* Participated in the preparation and maintenance of 12 portfolios, which on average earned a 15% yield over the first four months, and 25% over the year.

**Personal**

Fluent in Spanish and English. Conversant in French.

Member of the Training and Recruiting Coordination Teams of the Caracas Office at ADL.

Winner of Fundayacucho/World Bank Educational Grant for Graduate Studies.

Interests include squash, golf, and travel.