

# CHRISTIAN HADDAD DEL VILLAR

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## EDUCATION

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### THE UNIVERSITY OF CHICAGO BOOTH SCHOOL OF BUSINESS

*Master of Business Administration | Concentrations in Entrepreneurship and Business Analytics*

Chicago, IL

September 2022 – June 2024

- Booth Technology Group, Latin American Business Group, Wine Club, and Soccer Club

### PONTIFICIA UNIVERSIDAD CATOLICA DE CHILE

Santiago, Chile

*Civil Engineer of Industry, with Diploma in Electrical Engineering | Concentration in Robotics & Automation* March 2012 – May 2017

- Honors: Graduated summa cum laude, Dean's Honor GPA in student exchange program at UCSB (Fall 2016 - Winter 2017), and breakfast with Chile's President for achieving maximum scores in Math and History university admission tests (January 2012)
- TA of Operations Management, Microeconomics, and Stochastic Models; coursework included advanced programming in C#

## EXPERIENCE

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### WALMART CHILE

Santiago, Chile

*Strategy and Corporate Development Leader* (led 1-2 consultants in projects)

August 2020 – August 2022

- Developed business case for digitalization of bills payment service, with the opportunity to double its revenues in 5 years
- Constructed target screening of specific industry and formulated the proposal for a 10M USD Corporate Venture Capital Fund
- Designed, devised, and managed strategic KPIs dashboard, empowering more than 50 leaders to make data-driven decisions
- Led generation of quarterly strategy reports presented by CEO to Walmart Intl., setting high-impact presentation standards
- Mentored junior consultant, attaining his promotion in less than a year, and exercised leadership skills guiding Analytics BI training cycle for a group of 12 people after winning 3<sup>rd</sup> place in a Power Bi finance challenge
- Awarded best associate of Corp. Dev. & Strategy area for showing consistent excellence and being a role model for the team

*Acting Corporate Development Manager*

December 2021 – March 2022

- Headed M&A due diligence of Babytuto (Baby & Toys eCommerce), managing the cross-functional workstreams, conducting the relationship with seller, and enabling Walmart Chile to close the deal in Jan. 2022, doubling its eCommerce category penetration
- Directed integration of Babytuto, defining the governance, supervising 7 workstreams, and overseeing more than 50 initiatives, accomplishing among others opening the first Babytuto B&M store and increase +500% Walmart Chile's category assortment

### MATRIX CONSULTING

Santiago, Chile

*Senior Consultant*

October 2019 – August 2020

- Co-led strategic planning workshop for largest courier in Chile, employing customer KPIs and feasibility to prioritize 35 projects
- Managed 10 firms in the public infrastructure workstream of a productivity benchmark study for Chilean Construction Chamber
- Organized workshop for 15 directors and explored initiatives with potential to increase +40% budget of Chile's Brand Foundation
- Conducted market research & financial model for red flag due diligence of a 200M USD revenue company for Brookfield

*Consultant*

November 2017 – October 2019

- Collaborated in design sprint of a B2B sales App for the largest beverage distributor in Chile, leading customer journey workshop, business case for a target of 100k users, development of a nonfunctional prototype, and interviews with prospective customers
- Orchestrated the search for cost efficiency in logistics and supply, achieving the turnover of Nestle's chilled products division
- Implemented lean methodology in gold mine operation to formulate actions with prospects to reduce 20% operating costs

### POCH (ACQUIRED BY WSP)

Santiago, Chile

*Intern in automation department*

December 2015 – February 2016

- Streamlined operating process of pelleting factory through data analysis, reducing by 15% the energy consumption of engines

## ADDITIONAL

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- Certifications and software skills: MITx Analytics Edge Certified Course, C#, Python, SQL, R, Power Bi, Tableau, Arduino, Office
- Volunteering: Pro bono consulting for a small activewear business (*Simón de Cirene*, 2019), construction volunteer works (2010 – 2016), electric team chief of universities' solar-powered race car (*Atacama Solar Challenge*, 2014 – 2015)
- Language Skills: Fluent in Spanish and English, basic knowledge of Italian
- Interests: Avid soccer player, outdoor enthusiast, and cinema lover