

EXPERIENCE

2008 - Current **LEADGATE** - Montevideo, Uruguay

Private equity origination - Manager

- Currently leads origination team, involving sourcing, valuation, negotiation, structuring, financing, due diligence, and documentation of over 150 potential targets with combined revenues over \$10 billion, as well as recruiting and team management
- Acquired, from sourcing to closing, a manufacturer with \$30 million in revenues at negative cash price; potential upside over \$15 million; implemented restructuring tools throughout acquisition
- Negotiated debt restructurings; 4 target deals to date with debt under renegotiation over \$2 billion
- Actively participated in fund-raising efforts on deal-by-deal basis, raising over \$300 million
- Organized smooth transition to restructuring team in targets by launching restructuring tools such as working capital optimization, business plan/100-day plan definition, and key employee alignment

Portfolio company restructuring - Associate

Led specific restructuring efforts with bottom line impact over \$10 million in Pluna, a regional airline based in Uruguay with over \$100 million in revenues and \$20 million EBITDA, including:

- Negotiated and implemented web based payments as key part of go-to-market strategy revamp
- Launched US agency sales, both in cash and credit cards
- Renegotiated fuel supply in Brazil, Argentina and Chile, achieving lowest price
- Performed company budgeting with ambitious growth goals, achieving company-wide consensus
- Structured and implemented former aircraft fleet and spare parts divestments
- Managed \$200 million Bombardier (aircraft and parts) and Scotiabank (aircraft financing) accounts
- Participated in union negotiations by providing required analyses throughout meetings
- Led diverse cost reduction initiatives programs

Defined strategy for a distressed auto-parts company in the Czech Republic, salvaging over \$1 million

- Assessed strategic alternatives for the company, including ongoing operations and liquidation
- Proposed and structured financing alternatives for the implementation of an operational turnaround
- Implemented groundwork for liquidation alternative
- Held a position in the Board of Directors

2006 - 2008 **BAIN & CO.** - São Paulo, Brazil

Senior Consultant

- Led team for the development of financial services at a retailer, resulting in profits over \$20 million
- Performed benchmark for a regional telecom, resulting in initiatives with returns above \$10 million
- Developed market analysis in the auto-parts industry for investment over \$30 million
- Participated in analysis and commercial due diligence of a private company for a private equity fund
- Actively participated in the start-up of the Bain Buenos Aires office and company recruiting efforts

2005 **BOOZ ALLEN HAMILTON** - New York, NY

Summer Associate

- Redefined strategy and go-to-market model for a private equity company, increasing EBITDA by 8%
- Streamlined client operational complexities and reduced inefficiencies saving over \$10 million annually
- Led a team of 3 consultants responsible for defining and implementing client's commercial strategy

2001 - 2004 **CMS ENERGY** - Buenos Aires, Argentina

Senior Analyst and Energy Trader

- Top performing electricity trader within Argentine wholesale market, generating 20% profit margins
- Developed and negotiated substitute supply to overcome energy crisis, increasing revenues over 100%
- Spearheaded increase in market share by developing aggressive sales strategies, including the development of a new type of contract which served as local industry model
- Executed cost cutting strategy and operational optimization plan to cope with regulatory changes and economic downturn, resulting in operating margins improvement of 2%

1998 - 2001 **REPSOL-YPF** - Buenos Aires, Argentina

Light Products Trader

- Traded light products within Latin America, achieving maximum income per volume
- Reversed decline in customer base by obtaining competitive prices, reducing presence of intermediaries, neutralizing the influence of competitors and identifying new business opportunities
- Supported trading activities for crude oil deliveries of 18 tankers (over \$100 million monthly volume)

International Business Development Analyst

- Negotiated and coordinated transactions and acquisitions over \$1 billion
- Conducted valuation of assets in excess of \$2 billion, serving as foundation for six completed projects
- Managed due diligence process for acquisition of refineries, distributors and gas station networks
- Conducted market analyses and assessed entry opportunities in North and South America and Indonesia

EDUCATION

- 2004 - 2006 **COLUMBIA BUSINESS SCHOOL** - New York, NY
MBA, Finance & Management, May 2006
Awarded: Hess Foundation Fellowship, Dean's List, Tutor of 3 MBA courses, Assistant of 1 MBA course
President: Energy Club, Wine Society. GMAT: 710 (95th percentile)
- 1996 - 1997 **COLORADO SCHOOL OF MINES** - Golden, CO
ÉCOLE NATIONALE SUPERIEURE DU PETROLE ET DES MOTEURS - Paris, France
Joint MSc in Mineral Economics / Diplôme d'Ingénieur, Cycle Petroleum Economics and Management
Awarded Full Scholarship from Institut Français du Pétrole - GPA: 3.8/4.0 (A grade)
- 1992 - 1998 **INSTITUTO TECNOLÓGICO DE BUENOS AIRES** - Buenos Aires, Argentina
Industrial Engineer
Lectured Investment Projects course (2001-2003). Elected Student Body representative

ADDITIONAL INFORMATION

Language Skills: fluent in Spanish, English, and Portuguese

Community Service: founding member of Uruguayan parliamentary commission to develop processes and raise funding to enhance recuperation of inmates by promoting working skills and social habits

Social activities: President of Columbia University Club in Uruguay

Sports: sailing, soccer, skiing, squash