

# Fernando Rodríguez Domínguez, CFA, FRM

Puebla, México

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## PROFESSIONAL EXPERIENCE

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**Nah Mexicana SA de CV**  
**CFO**

*Real Estate Developer*

**Puebla, México**  
**January 2018 – Current**

- Responsible of the cash management of the company which has completed 17 projects totaling 975 units with budgets of more than \$60 million pesos per project.
- Directing dealings with banks, mortgage brokers, insurance companies, individual investors, etc. to acquire financing, improve loan conditions, secure bridge loans, etc. for the projects.
- Developed the first trusts that the company used to incentivize private investors to invest in stand-alone projects totaling more than \$300 million pesos.
- Lead the internal audit team and works with external auditors to comply with bank and regulatory requirements.
- Reduced the cash conversion cycle by securing better deals with raw input providers that increased our day's payables outstanding by more than 20%.
- Oversaw the implementation of Salesforce as the CRM software for the company's client database.
- Created different regression and classification models using machine learning and advanced data science models to support pricing decisions, development characteristics, client segmentation for marketing efforts, etc.

**Nah Mexicana SA de CV**  
**Real Estate Investment Manager**

**Puebla, México**  
**February 2012 – December 2017**

- Perform cash flow analysis and capital budgeting for all the projects the company is involved and/or pursuing in order to determine the proper projects to undertake.
- Produce in-depth reports for shareholders regarding the company's financial situation and development projections.
- Designed the first incentive scheme the company used to promote an increase in sales.
- Participated in the negotiation process with banks to obtain bridge loans of over MXN 50 million.
- Researched market trends and produced real estate research reports to make better informed investment decisions.

**Universidad De Las Americas Puebla**  
**Professor of Private Equity, and Capital Budgeting**

**Puebla, México**  
**August 2015- May 2020**

- Developed the syllabus for the Private Equity course at the university which includes the following subjects: valuation, financial modeling, negotiation, creation and operation of private equity funds, history of private equity, venture capital, LBO's, REIT's, etc.
- Developed the syllabus for the Capital Budgeting class that includes financial mathematics, discounted cash flow valuation, cash flow analysis, etc.
- Imparting the classes to students of the BSc in Economics and the BSc in Banking and Investment totaling over 300 students.

**MSCI**  
**DMX Timeseries Production Analyst**

**Monterrey, México**  
**October 2011 – January 2012**

- Created with SQL queries and MSCI proprietary algorithms yield curves for bonds of a certain sector, industry, or credit rating.
- Distilled curves with qualitative and quantitative analysis to produce smoother curves that would fit the specific needs of each client.
- With the timeseries team, helped clients solve technical, and general, doubts about the Interest Rate curves that the team produced.

**EDUCATION**

<b>University of Notre Dame</b> <i>MS in Applied and Computational Mathematics and Statistics</i> <i>Data Science Specialization</i>	<b>South Bend, USA</b> <b>2020-2022</b>
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<b>Johns Hopkins University</b> <i>MS in Applied Economics</i> <i>Financial Economics Specialization</i>	<b>Baltimore, USA</b> <b>2018-2020</b>
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<b>IE Business School</b> <i>Master in Finance</i>	<b>Madrid, Spain</b> <b>2010 - 2011</b>
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<b>Universidad de las Américas – Puebla</b> <i>BSc in Economics</i>	<b>Puebla, México</b> <b>2005 - 2010</b>
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**CERTIFICATIONS**

<b>Chartered Financial Analyst (CFA)</b> <i>CFA Charterholder from the CFA Institute</i>	<b>Mexico City, México</b> <b>August, 2016</b>
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<b>Financial Risk Management (FRM)</b> <i>FRM Charterholder from the Global Association of Risk Professionals</i>	<b>Mexico City, México</b> <b>August, 2019</b>
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<b>Certificate in creation and operation of private equity funds</b> <i>AMEXCAP &amp; Universidad Anahuac</i>	<b>Mexico City, México</b> <b>Spring 2015</b>
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<b>Equity Markets Analyst Specialist</b> <i>Instituto de Estudios Bursátiles</i>	<b>Madrid, Spain</b> <b>July 2009</b>
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**ADDITIONAL INFORMATION**

- **Languages:** Spanish (Native); English (Business Fluency)
- **IT Skills:** R – advanced; Python – advanced; SQL – advanced; Tableau – advanced; Microsoft Excel – Advanced; Spark – intermediate; VBA – intermediate; Bloomberg Terminal – intermediate; MATLAB – intermediate; STATA – intermediate.
- **Other Certificates:**
  - “Certificate for Sabermetrics 101: Introduction to baseball analytics” from Boston University.
  - Enrolled in “Sports Performance Analytics Specialization” from the University of Michigan.