

# Curriculum Vitae

## Carlos Martín López

Senior Management Professional | Strategic Leadership | Team Development

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### PROFILE AND MAIN INTERESTS

Seasoned management professional with over 20 years of experience in leading diverse teams and delivering strategic initiatives across industries. My expertise lies in optimizing operations, driving organizational change, and fostering innovation to achieve business objectives.

Known for my ability to lead with vision, I have a track record of building high-performing teams, enhancing productivity, and ensuring consistent project delivery. My goal is to continue contributing to business growth by leveraging my leadership skills and a people-centered approach.

### KEY SKILLS

- Strategic planning and execution.
- Budgeting, forecasting, and financial management.
- Operational efficiency and process improvement.
- Leadership development and team building.
- Risk management and problem-solving.
- Stakeholder communication and relationship management.
- Proficient in project management methodologies (Agile, Waterfall).
- Skilled in negotiation and conflict resolution.

### PROFESSIONAL EXPERIENCE

## Curriculum Vitae

Director of Operations | Global Enterprises Ltd. (2015 - Present)

- Led cross-functional teams to execute operational strategies, improving efficiency by 25%.
- Developed and implemented cost-saving initiatives, reducing annual expenses by 2 million euros.
- Oversaw multi-million euro budgets, ensuring financial health and compliance.

Senior Project Manager | Innovate Solutions (2010 - 2015)

- Managed over 20 large-scale projects, achieving a 90 percent success rate in delivery timelines.
- Facilitated change management initiatives, enhancing team adaptability.
- Mentored junior managers, fostering a culture of growth and continuous learning.

Operations Manager | NextGen Industries (2005 - 2010)

- Optimized supply chain processes, reducing lead times by 30 percent.
- Spearheaded the digital transformation of core operations.
- Established key performance indicators to track and improve team productivity.

## EDUCATION

MBA in Business Administration | IE Business School (2003 - 2005)

- Focused on Organizational Leadership and Strategic Management.

Bachelor's Degree in Economics | University of Madrid (1999 - 2003)

- Specialization in Business and Market Analysis.

## CERTIFICATIONS

## **Curriculum Vitae**

- Project Management Professional (PMP), PMI.
- SAFe Agilist Certification, Scaled Agile.
- Certified ScrumMaster (CSM), Scrum Alliance.

### **LANGUAGES**

- Spanish: Native
- English: Intermediate (B1)
- Portuguese: Basic (A2)