

Contact

www.linkedin.com/in/andresramirezportilla (LinkedIn)

Top Skills

Team Leadership
Innovation Management
Entrepreneurship

Languages

Swedish (Elementary)
French (Elementary)
English (Full Professional)
Spanish (Native or Bilingual)
Italian (Limited Working)

Certifications

Certified Quality Improvement Associate (CQIA)
GRI Certified Training Program
ISO 14000/14001 Internal Auditor
Graphic Design Intensive Certificate

Honors-Awards

Research Grant for Foreign Doctoral Students
Research Grant for Doctoral Studies
Erasmus Mundus Scholarship for Doctoral Degree
Half Tuition Fees Scholarship
Erasmus Mundus Scholarship for Master's Degree

Publications

Prácticas de innovación abierta en PYMEs: El caso del auto superdeportivo mexicano VUHL
Project manager's characteristics influence in the entrepreneurial process: A project-based entrepreneurship model

Andrés Ramírez Portilla

✓ Innovation Management Specialist & Consultant ✓ Industrial Management Researcher ✓ Procurement and Project Manager
Mexico City

Summary

My profile has a mix between Industrial Engineering and Management but above all I am passionate about innovation and creating value in collaborative ways. I lived in Stockholm, Sweden for several years where I got my Ph.D. in Industrial Management, specializing in Innovation Management.

Since more than 13 years ago I have chosen to develop my expertise in parallel between industry and academia. Thus, on the one hand, my business experience includes developing and managing projects of a varied nature (e.g. consulting, business development, logistics, and distribution) while working in strategic positions in the areas of Sales, Purchasing, and Procurement of multinationals corporations. On the other hand, I have international experience in academia researching in topics on industrial management that support collaborative innovation and sustainability in industry and society.

My ambition is to build on my business and academic experience to collaborate with innovative and leading organizations as a business development manager, innovation management consultant or project manager of innovation projects, especially with a focus on open innovation, collaborative innovation, sustainability and product development.

My areas of experience and research are Open Innovation, Innovation Management, Energy Management, Purchasing & Procurement, Project Management, and Entrepreneurship.

Other areas of great interest for me in which I would like to work more in the future are Circular Economy, Digital Cities, Industry 4.0, Product Development, Product-Service Systems, and of course Design Thinking and Strategic Design!

Can open innovation drive more sustainable SMEs?: Evidence from energy-intensive sectors in Italy

Is Innovation an enabler of Energy Efficiency? An exploratory study of the foundry sector

Open Innovation in the Automotive Industry: What can carmakers' annual reports tell us?

Experience

Universidad Iberoamericana, Ciudad de México

Associate Professor and Research Coordinator

January 2018 - Present (4 years 8 months)

Mexico City Area, Mexico

Associate Professor in Innovation Management and Research Coordinator for the Department of Business Studies.

TECSID 3D Solutions

Sr. Consultant

January 2015 - October 2019 (4 years 10 months)

<http://tecsid3d.com/>

Research and strategic consulting related to innovation management, open innovation, energy management, and sustainability. Supporting the design, development and evaluation of innovation projects in the pipeline of technology-based SMEs. Providing guidance to managers and owners of medium enterprises on how to apply for national and international research grants. Writing divulgation articles about innovation management practices and intellectual property. Identifying and suggesting opportunities for open and collaborative innovation practices to the owners of SMEs as well as using tools and methodologies such as Design Thinking for the design of new business models, services, and product-services systems.

KTH Royal Institute of Technology

PhD Candidate and Researcher

September 2011 - September 2016 (5 years 1 month)

Stockholm, Sweden

Planning, developing, and monitoring Open Innovation research projects with multiple international stakeholders in academia and industry. High-impact writing activities such as writing national and international research grants applications and writing scientific and divulgation articles related to Innovation Management, Open Innovation, Product Innovation, Product-Service Systems, and Entrepreneurial Orientation. Close interaction with international graduate students by teaching and evaluating courses, grading of assignments, exams and final projects, and supervising master thesis in the Entrepreneurship and Innovation Management Masters Program.

PhD Candidate in the European Doctorate in Industrial Management (EDIM) program (an Erasmus Mundus Joint Doctorate). PhD thesis: The unexpected

implications of opening up innovation: A multi-perspective study of the role of Open Innovation practices in mature industries

Link to doctoral thesis: <http://www.diva-portal.org/smash/record.jsf?pid=diva2:898616>

Politecnico di Milano

Visiting Researcher

September 2013 - December 2014 (1 year 4 months)

Milan Area, Italy

Research activities related to Open Innovation, Sustainability and Energy Efficiency, tutor responsibilities for Bachelors students in "Business Game" and supervising thesis of master students.

FCA Fiat Chrysler

Strategic Buyer and Commodity Manager

March 2010 - August 2011 (1 year 6 months)

Mexico City Area, Mexico

Project management activities having as objective the efficient procurement of productive material for FF Platform (Fiat 500) assembled in Mexico.

Coordination and follow up of weekly meetings with different areas like: commodities groups, supplier's quality, engineering, production control, sales and marketing, logistics and plants among others stakeholders, to strategically prevent issues and propose innovations within the project.

Chrysler

Strategic Buyer

March 2008 - August 2008 (6 months)

Mexico City Area, Mexico

Negotiation and creation of new contracts. Follow up of contracts and innovations to achieve savings with suppliers. Evaluating new suppliers and business opportunities. Monitoring engineering change orders with suppliers, plants and the program managers. Supplier development in Mexico under the LCC scheme - Low Cost Country - for the area of Electronic and Electrical components. Mexico Buyer of switches, clusters, and batteries. Limited time buyer of harnesses.

General Motors

Global Strategic Buyer

January 2007 - October 2007 (10 months)

Negotiation and creation of new contracts as well as follow up of previous contracts for achieving savings with suppliers. Evaluating new suppliers, and global business opportunities. Project associate of Global Sourcing & Advance Purchasing with several suppliers around the world to identify savings opportunities for the area of Electrical components. Mexico Buyer of batteries, vehicle information displays and electronic modules. Global Strategic Buyer of switches and horns. Nexus between planning, production, logistics, and engineering in Mexico plants. Meetings coordination with team from China, Korea, USA, Brazil, Germany, and Hungary

Nestlé

Key Account Manager Assistant

January 2006 - December 2006 (1 year)

Responsible for key accounts of Price Warehouses, focusing mainly on the clients' account of Sam's Club and Costco. Monitoring billing of orders, quotes and catalogue of new products. Supporting special negotiations with corporate clients. Preparing sales analysis, reporting, and forecasts, as well as estimations of production and distribution by region. Supporting activities to make key decisions and follow sales strategies such as proposing new products to the company through product conception sessions.

L'Oréal

Internship (Leader of temporal project)

July 2005 - December 2005 (6 months)

Cuautitlan Izcalli, Estado de México

Creation of Purchase Orders. Tracking of special offers and assemblies with different suppliers. Project coordinator for improving the legal label design of luxury product lines (Lancôme, Biotherm, Helena Rubinstein, Vichy, etc.) through better and more innovative materials.

Reader's Digest

Internship

June 2005 - July 2005 (2 months)

Project leader in charge of improving the sales channels and increase the percentage of effective deliveries to subscribers of the company.

Education

Kungliga tekniska högskolan / KTH Royal Institute of Technology

European Doctorate in Industrial Management, Engineering/Industrial Management · (2011 - 2016)

Instituto Tecnológico y de Estudios Superiores de Monterrey / ITESM

Master in Management of Energy and its Renewable Sources, Energy Management and Systems Technology · (2011 - 2016)

Umeå universitet / Umeå University

Master in Management, Project Management · (2009 - 2010)

Politecnico di Milano

Master in Project Management, Project Management · (2009 - 2009)

Heriot-Watt University

Master in Strategic Project Management, Project Management · (2008 - 2009)

Activity

08/26/2022, Viewed by Andrés Morales López