



ISAAC LEMUS AGUILAR

Nationality: Spanish and Mexican
E-mail: ilemus5@yahoo.com
<https://www.linkedin.com/in/isaaclemus/>

Based in: Madrid, Spain
Mobile: +34 622002920
Twitter: @ilemusag

Research interest: Strategy, Open Innovation, Digital Business Models, Services Circular and Sharing Economy, Project Management, Qualitative methods (case study)

QUALIFICATIONS

2019 – PhD in Management, Economics, and Industrial Engineering (Politecnico di Milano, Italy)
2019 – European Doctorate in Industrial Management Cum Laude (Universidad Politécnica de Madrid, Spain)

Title: “Innovation Management in Services: the case of consulting firms”
Visiting Scholar at: Copenhagen Business School (Jun-Aug 2018)

2010 – Diploma in Managerial Skills (Ministry of Finance University, Mexico)

2008 – MSc in Strategic Project Management with Distinction (Heriot-Watt University, United Kingdom)
2008 – MSc in Strategic Project Management (Politecnico di Milano, Italy)
2008 – MSc in Management (Umeå University, Sweden)
Title: “Identifying skills for consultants working in project-based organizations”

2002 – BSc in Computer Systems for Management with Honors (Tecnológico de Monterrey, Mexico)

ACADEMIC & PROFESSIONAL POSTS

2020 → **University of Sussex Business School – Lecturer in Project Management and Innovation Studies**, SPRU - Science and Policy Research Unit.

2019 → **International Masters in Industrial Management (IMIM) – Program Coordinator**, Consortium partners: Universidad Politécnica de Madrid (Spain), Heriot-Watt University (UK), Politecnico di Torino (Italy), Tecnológico de Monterrey (Mexico) and Northwestern Polytechnical University (China).

2018 → **Universidad Politécnica de Madrid - Assistant Professor of Strategy and Innovation**, DIOAEE - Department of Industrial Engineering, Business Administration and Statistics.

2014-15 → **Teaching Fellow** at **Politecnico di Milano**, DIG - Dipartimento di Ingegneria Gestionale.

2012-13 → **European Commission, Erasmus Mundus Association - Vice-president Latin America Chapter**

- Presenting Results in the Liason Group Meeting (Brussels) and General Assembly (Prague).
- Participation in academic events: VertebrALCUE, FLACSO, AMPEI, EMA DAY, SustEMAability, REALISE IT, OCEANS, FUNDRAISING DAY.
- Event management with universities, embassies, chambers of commerce and enterprises under the Erasmus Mundus program by the European Union.
- Coordinate activities among LATAM representatives, scholarship holders, alumni and new candidates.

2008-12 → **Servicio de Administración Tributaria - Deputy Director of Strategic Projects and Planning.**

- Management of strategic innovation projects for the Collections Division (New Collections System, Change Management, Process Documentation & Optimization, Information Migration, Training)

- Time, Money and Impact Analysis in Process & Projects (Negotiation with internal clients and suppliers, Implementation of a Strategic Planning Methodology, Balance Scorecard Management, Elaboration of the 2018 Strategic Plan for the Collections Division)

2008 → **Tecnológico de Monterrey – Adjunct Professor**. División de Ingeniería y Arquitectura, Campus Estado de México

2006 → **PGR – Project Manager**

- Monitoring of projects in the project portfolio
- Report to the director about project indicators
- Provide information to the project stakeholders

2003-05 → **Everis (formerly DMR Consulting) – Business Consultant**

- Experience in the telecom, banking and insurance industry (Telefonica Movistar, Santander, GNP, Profuturo GNP).
- Senior role and team leader for diverse consulting projects:
 - Banking: Sarbanes-Oxley Process Advisory, Project Management Office Creation.
 - Insurance: Car Insurance System, Customer Service Benchmarking in the Mexican Insurance Industry, Restructure of Customer Service Centers.
 - Telecom: Revenue Assurance for Prepay, Postpay, Roaming and Interconnection; Marketing Campaign System (CRM), Churn Process Audit

2003 → **KPMG – IT Auditor**

- Follow up on previous audit findings.
- Application of the TRMB (Information Technology Risk Management Benchmarking) methodology.

PUBLICATIONS

Indexed and Referred Journal Articles

1. Hidalgo, Antonio; Lemus-Aguilar, Isaac; Urueña, Alberto.
“Innovation management in consulting firms: Integrating innovation processes, capabilities and dimensions”. **European Journal of International Management**, Vol. 15 No 2/3 pp.415-430.
<https://doi.org/10.1504/EJIM.2019.10016846> (IF: 2.145; Published March 2021) – Q1
2. De Mergelina, Pablo & Lemus-Aguilar, Isaac;. “Innovation sources driving the Spanish electric power sector”. **Ingeniería e Investigación** (IF:0.19, Published: May 2021) – Q2.
3. Lemus-Aguilar, Isaac; Morales-Alonso, Gustavo; Ramirez-Portilla, Andres; Hidalgo, Antonio.
“Sustainable business models under the lens of organizational design: a literature review”, **Sustainability**. 11 (19), 5379; <https://doi.org/10.3390/su11195379> (IF 2.592, Published: Sep 2019) Q2
4. Shao, Jing; Huang, Shuo; Lemus-Aguilar, Isaac; Unal, Enes. “Circular Business Models Generation for Automobile Remanufacturing Industry in China: Barriers and Opportunities”. **Journal of Manufacturing Technology Management**. Vol. 31 No. 3, pp. 542-571. <https://doi.org/10.1108/JMTM-02-2019-0076> (IF: 3.385, Published: Sep 2019) – Q1
5. Morales-Alonso, Gustavo; ; Lemus-Aguilar, Isaac; Hidalgo, Antonio.
“Data retrieval from online social media networks for defining business angels’ profile”. **Journal of Enterprising Communities: People and Places in the Global Economy**. Vol 14 No 1, pp. 57-75
<https://doi.org/10.1108/JEC-10-2019-0095> (IF: 1.19, Published: Nov 2019) – Q2

Book Chapters

1. Lemus-Aguilar, I. & Hidalgo, A. **Innovation in consulting firms: an area to explore. In Enhancing Synergies in a Collaborative Environment**. Springer, pp. 335–342. https://doi.org/10.1007/978-3-319-14078-0_38 (Published: Feb 2015)

Working Papers

1. Lemus-Aguilar, Isaac; Franco-Riquelme-, José N; Ordieréz-Mere, Ramirez-Portilla, Andrés
“Using social media to assess innovation management: a mixed methods approach”.
Expected submission May 2021 to *IEEE Access* (IF: 3.745).
 2. Lemus-Aguilar, Isaac. **“Exploring open innovation and digitalization in services”**.
Presented at the *80th Academy of Management*. Event taking place 7-11 August 2020 in Vancouver, BC, Canada. Expected submission Aug 2021 to *Research Policy* (IF: 5.351)
 3. Lemus-Aguilar, Isaac; Latorre-García, Carlos; Morales-Alonso, Gustavo; Carrasco-Gallego, Ruth.
“Challenges for the Digitalization of the Tourism Sector: the effect of new collaborative and sharing business models and the achievement of SDG”. Invited by the Special Issue editors to *Sustainability* (IF: 2.592)
 4. Lemus-Aguilar, Isaac; Bartolomei, Andrea; Grimaldi, Michele; Morales-Alonso, Gustavo.
“Knowledge Bases and Open Innovation in Knowledge Intensive Business Services”.
Expected submission Sep 2021 to the *Journal of Business Research* (IF: 4.874).
-

AWARDS & SCHOLARSHIPS

1. UPM First Projects Fund (2020)
 2. UPM Innovative Education Grant for MOOCs (2019)
 3. CONACyT Doctoral Research Grant (2014-2019)
 4. EU-SPRI Circulation Award (2018) for Copenhagen Business School
 5. UPM Pre-doctoral Mobility Grant (2018) for Copenhagen Business School
 6. ETSII Mobility Grant (2018) for Copenhagen Business School
 7. European Union Scholarship (Erasmus Mundus) Masters & Doctorate (2006-2008, 2013-2017)
 8. Innovation Match MX travel Grant (2017) for the Innovation Match Summit
 9. DAAD (2016) for the Research Summer Program
 10. EU-SPRI Utrecht Summer School Scholarship (2015)
 11. Selected Top Research Proposal at the IAMOT Conference 2015
 12. Academic Excellence Scholarship for Bachelors (Monterrey Tech Institute Mexico, 1998-2002)
 13. Best Grade Award for Bachelor Studies (2002)
-

LANGUAGES

Spanish: Native; **English:** Fluent (C1); **Italian & French:** Advanced (B2), **German & Portuguese:** Basic (A2)

TEACHING

Postgraduate and Undergraduate Courses

University of Sussex (2020 – Present)

Strategic Management (Masters)
Infrastructure, Innovation and Sustainability (Masters)
Managing Intellectual Property (Masters)
Management of Risk (Masters)
Research Project Supervision (Management, Strategic Innovation Management, Project Management)
Marketing Analysis and Financial Strategy (Masters)
Management Research and Practice Skills (Masters)
Business and Project Management (Undergraduate)
Innovation Systems (Masters)
Digital Transformation (Masters)

Universidad Politécnica de Madrid, Spain (2015- Present)

Innovation Management (Undergraduate & Masters)
Strategic Management (Masters)
Introduction to Economics (Undergraduate)
The Enterprise and its Environment (Undergraduate)
Introduction to Information Systems Management (Undergraduate)

Politecnico di Milano, Italy (2015 -2019)

Business Process Management (Masters)
Business Simulation Games (Undergraduate)

Tecnológico de Monterrey, Mexico (2008)

Business Consulting and Project Management (Undergraduate)

Seminars

- **Universidad Politécnica del Valle de México, Mexico (2020)**
Introduction to Innovation Management (Undergraduate)
- **Northwestern Polytechnical University, China (2019)**
Innovation Management in Services, Digitalization and Sustainability (Undergraduate)

Courses Development

- Creation of a MOOC (Massive Online Open Course) in Current Trends on Innovation Management (2019-2020) to be launched as part of the Masters in Economics and Innovation Management at Universidad Politécnica de Madrid
- Attraction of three international partners for the IMIM - International Masters in Industrial Management (2019) coordinated by Universidad Politécnica de Madrid: 1) Politecnico di Torino (Italy); 2) Tecnológico de Monterrey (Mexico); 3) Northwestern Polytechnic University (China). I also had talks with Copenhagen Business School (Denmark), Umea University (Sweden), and Universidad Iberoamericana (Mexico).
- Design and Implementation of one course in Innovation Management (Undergraduate and Masters) and one in Strategic Management (Masters) at Universidad Politécnica de Madrid (2018, 2019)

Thesis Supervision

- Ongoing:
 - 1 Co-tutored Doctoral Theses (2019- Expected 2022)
 - 12 Tutored Master Theses (Expected 2021)
- Finished:
 - 25 Tutored Master Theses (2018 – 2020)
 - 4 Co-tutored Master Theses (2016 - 2019)
 - 3 Tutored Undergraduate Theses (2018- 2020)

ACADEMIC SERVICE

Expert Member at the “European Union’s “High-tech Skills for Industry Group - New Services & Jobs Creation” (Sep 2019 – Present)

Scientific Panel Member at ISPIM - International Society for Professional Innovation Management (Nov 2016 – Present)

Research Fellow at INNOPRO – Innovation, Intellectual Property and Technology Policy Research Group at Universidad Politécnica de Madrid (Sep 2013 - Present)

Applications for International Research Funding

- UK Newton Fund Institutional Links Mexico. Research project: “A circular economy vision for revalorizing agro-industrial waste: The case of converting lignocellulosic residue into polymeric composites for the automotive sector in San Luis Potosi, Mexico” (Jun 2020)

- Preparation of the Work Package 0: Go-to-market Strategy proposal on behalf of Universidad Politécnica de Madrid for the EIT Raw Materials Funding under the project “NEXT GEMS” (Feb 2020)
- Preparation of the Work Package 0: Go-to-market Strategy proposal on behalf of Universidad Politécnica de Madrid for the EIT Raw Materials Funding under the project “MinHas” (Feb 2020)

Jury Member at Thesis Committees

- Universidad Politécnica de Madrid:
Doctorate degrees: Sep 2020
Master degrees: Oct 2018, Jun 2019, Jul 2019 Jun 2020, Sep 2020
Undergraduate degrees: Sep 2019
- Business Games at Politecnico di Milano
Undergraduate degrees: Jul 2015, Jul 2016, Jul 2017, Jul 2018, Jul 2019

Reviewer

Creativity and Innovation Management Journal (2019)
ISPIM Conference (2015 - Present)
GIKA Conference (2018)
Academy of Management Conference (2014,2015)

Organized Conferences

XIV Encuentro EXATEC Europa. Think Green: Strategy, Innovation and Investment.

School of Industrial Engineering at the Universidad Politécnica de Madrid joint with Tecnológico de Monterrey, Mexico and EXATEC España. Madrid. 7-8 October 2016

Dissemination of Results in Non-Academic Events

“Service Innovation in Consulting Firms”. DESMA Talks, Milan, Italy. May 2015
“El efecto disruptivo de las tecnologías de la información en la gestión de la innovación de las empresas de servicios.” 2nd. Innovation Match 2017, Mexico City, Mexico, 1-2 June 2017
“Nuevos Enfoques de Innovación en Servicios”. CITNOVA Innovation Center, Mexico. 12 June 2017.
“Service Innovation and Design-Driven Innovation” at XIV Encuentro EXATEC Europa. Think Green: Strategy, Innovation and Investment. Universidad Politécnica de Madrid, Madrid. 7-8 October 2016

Workshops, Seminars and Colloquiums

1st, 4th, 7th and 10th European Doctorate in Industrial Management (EDIM) Workshops, KTH, Stockholm, November 2013-2016
2nd, 5th and 8th European Doctorate in Industrial Management (EDIM) Workshops UPM, Madrid, Spain, February 2014-2016
3rd, 6th and 9th European Doctorate in Industrial Management (EDIM) Workshops POLIMI, Milan, Italy, June 2014-2016
8th International Conference on Industrial Engineering and Industrial Management (CIO 2014), Malaga, Spain, 23-25 July 2014
5th Symposium CONACyT, European Parliament, Strasbourg, France, April 2016.
6th Symposium CONACyT, European Parliament, Strasbourg, France, March 2017
4th IE Doctoral Colloquium, Madrid, Spain. 19 May 2017
5th IE Doctoral Colloquium, Madrid, Spain. 18 May 2018

Poster Presentations

Industriales Research Meeting. Escuela Técnica Superior de Ingenieros Industriales, Universidad Politécnica de Madrid. April 4-5, 2017

Open Innovation and Open Business Models Seminar.
ESADE, Barcelona, Spain. December 2016.

Conference Proceedings

Lemus-Aguilar, Isaac.
“**Exploring open innovation in consulting firms**”.
Submitted the World Open Innovation Conference 2019.

Lemus-Aguilar, Isaac; Franco-Riquelme-, José N; Ordieréz-Mere, Joaquin; Hidalgo, Antonio
“**Innovation Discourse of Entrepreneurial KIBS (Fintech) in Social Media**”.

EU-SPRI ECC Conference 2019

Franco-Riquelme, JN, Lemus-Aguilar, I, Ordieres-Mere, J.

“KIBS’ Innovative Entrepreneurship Networks on Social Media”

EU-SPRI Early Career Conference 2017. Politecnico di Milano, Milan, Italy. 23-24 November 2017

Lemus-Aguilar, I., Franco-Riquelme, J. N., Ordieres-Mere, J, Hidalgo, A.

“Innovation Perception of Knowledge-Intensive Business Services in the Twittersphere”.

CINET Conference 2017, Potsdam University, Germany 8-12 September 2017

Morales-Alonso, G., Lemus-Aguilar, I., Ramirez-Portilla, A., Hidalgo, A.

“A systematic literature review on organizational design for sustainable business models”.

The 2017 Global Innovation and Knowledge Academy (GIKA). Lisbon, Portugal. 28-30 June 2017

Lemus-Aguilar, I., Hidalgo, A.

“La tecnología como habilitador de la innovación en el Sector Servicios” 5th Symposium CONACyT,

European Parliament, Strasbourg, France, 6-8 April 2016

Lemus-Aguilar, I., Cagliano, R, and Hidalgo, A.

“Strategic Innovation Management Models: integrating the internal and external innovation processes”,

2nd European Doctorate in Industrial Management (EDIM) Conference 2014, Milan, Italy, 10-12 July 2015

Lemus-Aguilar, I, Hidalgo, A and Cagliano R.

“Innovation in Consulting Firms: what are the foundations?”

International Association for Management of Technology (IAMOT) Conference 2015, Cape Town, South Africa, 7-11 July 2015

Lemus-Aguilar, I., Hidalgo, A. **“Innovation in Consulting Firms: an area to explore”,**

8th International Conference on Industrial Engineering and Industrial Management, Malaga, Spain, 23-25 July 2014

Hobbies: *Travelling, running, music, cinema, languages and cultural events.*