

Maité Hernández Zubeldia

Hobrechtstraße 42

12 047 Berlin

+49 176 45 84 44 62

maitezubeldia@gmail.com

PROFILE

While completing my bachelor's degree in economics at the Humboldt University, Berlin, I have gained extensive hands-on experience in entrepreneurship, community building, and public policy research and implementation. I have significant employment history in start-ups incubators, where I have supported the development of tech-startups from universities and research centers, and also implemented international government policy to foster tech-entrepreneurship in a global context. I have additional experience as a consultant and a strategic planner for social enterprises. As a native Cuban who has lived and worked in Germany and Canada for nearly six years, it is my career goal to work in a field where I can promote positive social change in my home country by drawing on my international experience. I feel passionate about bringing my knowledge, my skills and my personal conviction to help give Cuba a brighter future in the global economy.

EDUCATION

HPI School of Design Thinking, Berlin Sep 2015 - Present
Design Thinking Program, Candidate (March 2016)

Humboldt University of Berlin, Berlin Oct 2012 – Present
Economics, Candidate (B.S. March 2016)

University of Toronto, Toronto
Exchange Program in Economics Department at Innis College Sep 2014 – May 2015

University of Havana, Havana 2006 – 2010
German Studies (linguistics, translation and interpretation)

PROFESSIONAL EXPERIENCE

Consulting Director August 2015 – present
180 Degrees Consulting
Berlin, Germany

- Recruited clients and mentors and managed their relationship with teams of student consultants
- Defined consulting projects and implementation framework with clients
- Prepared relevant input sessions and workshops to assist the consulting process

Assistant Project-Manager June 2015 –present
Centre for Entrepreneurship of the Berlin Institute of Technology
Berlin, Germany

- Implemented a pilot project for the internationalisation of *EXIST*— newest pillar of the high-tech strategy of the German Federal Government.

- Collaborated with international partners in order to establish an exchange programme between German and Israeli tech entrepreneurs.
- Co-developed marketing strategies.

Research Assistant
University of Toronto, Toronto

Jan – April 2015

- Performed data analysis for public policy research on federal goods and service taxes
- Ran simulations using the Social Policy Simulation Model and Database of Statistics Canada

Consultant
180 Degrees Consulting
Berlin, Germany

Feb – August 2014

- Worked in a team designing a business model for Alma Sana Inc., a US-based 501(c)(3) social enterprise improving vaccination rates in Latin America

Community Developer
Centre for Entrepreneurship of the Berlin Institute of Technology
Berlin, Germany

Aug 2012 – Aug 2014

- Developed a community of students interested in entrepreneurship and innovation
- Advised students in aspects related to the creation of business start-ups
- Co-organized events and training workshops

Assistant Project-Manager
Research Center
Jülich, Germany

Oct – Dec 2013

- Supported the organization and planning of the congress 15 Jahre-EXIST, with occasion of the 15 anniversary of the entrepreneurship support programme of the Federal Ministry of Economics and Energy
- Facilitated discussion groups on government policy for the development of technology-based business start-ups in universities and research centers

Research and Strategy Intern
Open QRS
Berlin and San Francisco

Aug – Oct 2013

- Member of team developing open source tools to assure the Quality, Reliability and Safety (QRS) of health care devices
- Prepared data for a report of My LA2050, a project aimed at fostering social and urban development in Los Angeles, USA
- Developed business strategy and supporting resources for the funding applications
- Conducted market analysis and market positioning

SOCIAL ENGAGEMENT

Founding Member
MakeSense, Berlin

2012 – Present

- Co-organized two annual “Sense Camp” conferences aimed at discussing trends and needs of the social enterprise sector
- Co-developed a thriving community of social entrepreneurs, students and activists.
- Hosted monthly networking events “Sense Drinks”

Co-Founder

Jan 2013 – Aug 2014

The Berlin Social Workshop

- Organized a series of design-thinking workshops to develop social business concepts.
- Recruited mentors, jury members, social enterprise founders, and multidisciplinary participants
- Co-facilitated the daylong experience and program sessions.

Founding Member

Dec 2011 – Mar 2013

Net Impact

School of Business and Economics, Humboldt University, Berlin

- Organized conferences and discussions with professors and industry professionals to address critical issues in the field of economics at Humboldt University.
- Covered topics including: green economy, social entrepreneurship, sustainable development and corporate social responsibility.

LANGUAGES

Spanish – native

English – fluent

German – fluent

French – semi-fluent

SKILLS

Excellent organizational skills

Data analysis

Proficient in MS Office

Basic Java, HTML, MySQL, InDesign and Adobe Premiere