

PABLO CÁRCAMO

pabloc@vt.edu | Chilean National | Fluent in Spanish & English

PROFESSIONAL SUMMARY

Policy analyst and innovation consultant with 13+ years of experience in sustainability, environmental governance, and agri-food systems. Proven track record designing and implementing public-interest research projects on technology adoption, innovation policy, and sustainable development in Latin America. Expertise in stakeholder engagement, policy framework development, and translating complex research into actionable policy recommendations. Currently completing PhD in Environmental Sociology with focus on agri-environmental governance.

PROFESSIONAL EXPERIENCE

Chief Operating Officer & Head of Research

Phibrand Consulting | Santiago, Chile | 2011-2022

Led research strategy and operations for consulting firm specializing in innovation policy, sustainability, and technology adoption, with focus on agri-food systems and sustainable development from 2015 onward.

Strategic Leadership & Business Development:

- Grew with firm from first employee (2011) to Chief Operating Officer (2018), contributing to strategic growth and operational systems development
- Led project development and competitive bidding processes, securing over \$1,000,000 in funding from CORFO and other government agencies for research and implementation projects
- Expanded firm's sectoral focus to include agri-food systems and renewable energy, diversifying client base and revenue streams

Agri-Food Systems & Sustainable Development:

- Principal consultant to Transforma Alimentos (Chilean government's food technology program), conducting portfolio analysis of 50+ CORFO-funded projects and providing strategic recommendations
- Led team that updated Chile's National Technology Roadmap for Food Sector through consultative process involving government agencies, industry associations, and research institutions
- Designed and managed 'Negocios Reverdes' (Green Businesses) program for Coquimbo Region, leading market research, stakeholder workshops, and feasibility assessments for sustainable food businesses
- Advised Latin American multinational clients with regional operations and collaborated with international consultancies (including Technopolis Group) on cross-border innovation initiatives

Policy Analysis & Stakeholder Engagement:

- Conducted policy research and analysis for government agencies and private sector clients, translating technical findings into actionable policy recommendations
- Facilitated multi-stakeholder workshops and consultative processes involving government, industry, research institutions, and civil society organizations
- Provided advisory services to international research centers (Fraunhofer Institute, University of Queensland) on Chilean market strategies and institutional partnerships

Research Assistant to Professor Maaz Gardezi

Virginia Tech, Department of Sociology | USA | 2022-Present

- Contribute to NSF-funded project on responsible innovation in precision agriculture, conducting qualitative interviews with farmers and farm workers, analyzing data, and producing academic papers and policy briefs
- Lead component of USDA-funded project examining agricultural data governance, designing stakeholder workshops and analyzing science communication strategies
- Coordinate multi-university research team meetings and manage project administrative functions

Research Assistant to Professor Joanna Chataway

Science Policy Research Unit (SPRU), University of Sussex | UK | 2018

- Conducted systematic literature review and evidence synthesis on the relationship between social science expertise and performance of applied research institutes
- Provided policy analysis supporting UK Catapult Network program evaluation

Policy Researcher (Consultant)

Derechos Digitales (Digital Rights NGO) | Chile | 2012-2014

- Designed and managed research projects on digital privacy policy and open access, including Creative Commons co-funded study
- Contributed to IDRC-funded research examining relationship between social media platforms and social movements in Latin America

EDUCATION

PhD in Sociology (Expected 2026) | Virginia Tech, USA

Dissertation: Agri-Environmental Governance and Sustainable Agriculture

MSc Science and Technology Policy (Distinction) | University of Sussex (SPRU), UK, 2018

Becas Chile scholarship recipient (competitive government scholarship)

BA in Sociology | University of Chile, 2008

SKILLS & EXPERTISE

Policy Analysis & Development: Innovation policy, environmental policy, agricultural policy, technology policy

Research Methods: Qualitative interviews, stakeholder workshops, policy evaluation, impact assessment

Sectoral Expertise: Agri-food systems, sustainable agriculture, environmental governance, innovation ecosystems

Geographic Expertise: Latin America (Chile, regional), United States, Asia, and Africa. Deep understanding of Chilean institutional landscape and policy context

Stakeholder Engagement: Multi-stakeholder facilitation, public-private partnerships, consultative processes

Languages: Spanish (native), English (fluent)