

# Robert A. Williams

San Jose, Costa Rica



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## Summary

International banking executive with over 20-yrs experience in leadership, corporate finance, wealth management, retail banking, and enterprise risk management. Experienced board member with a strong corporate governance background.

## Experience



### **CEO Scotiabank Costa Rica & Senior Vice President Central America**

Scotiabank

Aug 2021 - Present (2 months +)

Accountable for the overall success of the Scotiabank franchise in Central America, including the design of customer focussed business strategies which create sustainable revenue growth, maintaining an efficient operating model, and deepening our leadership across the entire organization.



### **Senior Vice President, International Corporate and Commercial Banking**

Scotiabank

Oct 2018 - Jul 2021 (2 years 10 months)

Accountable for defining and implementing the strategic direction, goals, and execution of key initiatives for Corporate and Commercial Banking across various countries throughout Scotiabank's International Banking footprint.



### **Senior Vice President & Country Head**

Scotiabank

Jul 2015 - Sep 2018 (3 years 3 months)

Accountable for the overall success of the Scotiabank franchise in the Dominican Republic.



### **Vice President & Country Head**

Scotiabank

Jul 2011 - Jun 2015 (4 years)

Accountable for the overall success of the Scotiabank franchise in the country of Panama.



### **Vice President Corporate Banking & Treasury**

Scotiabank

Nov 2007 - Jul 2011 (3 years 9 months)

Accountability for leading the Commercial Banking, Treasury and Wealth Management business lines in a sustainable manner, adding value to the organization through the successful implementation of strategies designed to promote consistent revenue growth, proper portfolio management and solid bottom line results; while at the same time, generating employee engagement and commitment.



## **Director Credit & Market Risk**

Scotiabank

Feb 2005 - Nov 2007 (2 years 10 months)

Responsible for the proper and systematic application of the Bank's Risk Management Policies as it relates to Credit and Market Risk. Establish the necessary controls to ensure adequate loan and investment portfolio management; as well as, providing coaching and training to the Risk Management team reporting into me at the time.



## **Chief Administrative Officer**

Inversiones Bolívar

Aug 2002 - Feb 2005 (2 years 7 months)

Responsible for financial planning, proper application of accounting practices, bank relationships, human resource and information technology management.



## **Senior Manager Speacial Accounts Management**

Scotiabank

Dec 1999 - Aug 2002 (2 years 9 months)

In charge of the Special Accounts Management Unit responsible for exiting a predetermined work-out portfolio; a position which required acute negotiating skills in order to exit complicated accounts while reducing potential reputational risk, maximizing recovery of principal and releasing provisions, thereby positively impacting the bottom line.



## **Entrepreneur**

ISC, S.A. DE C.V.

Aug 1995 - Dec 1999 (4 years 5 months)

Freelance resident engineer and ex-Founding Partner at Internacional de Servicios y Construcción, S.A. de C.V. (I.S.C.), a subcontracting company in the construction services industry (1995 to 1997). Founding Partner at Pro Divers El Salvador, S.A. de C.V. and professional diver providing fuel offloading services for tanker vessels at Puerto Acajutla, El Salvador (1997 to 1999).

## **Education**



### **University of Toronto**

Coding Boot Camp (Candidate), Computer Science

2021 - 2022

The University of Toronto School of Continuing Studies has developed a coding boot camp that equips students with the fundamental skills needed to become a full stack web developer, building dynamic end-to-end web applications, and learn the skills needed to become proficient in front-end and back-end technologies.



### **University of Liverpool**

Master's in International Business Law (LL.M.)

2016 - 2018

The Master's Programme in International Business Law (LL.M.) at the University of Liverpool is a specialist Master of Laws degree that provides a thorough grounding in the legal skills and knowledge

required in today's global business environment. It is designed to accommodate both legal and commercial perspectives; it provides a foundation in international business law and the opportunity to pursue interest in a number of specific legal areas.



## **Duke University**

### **Executive Management Program (E.M.P.), Leadership & Change Management**

2015 - 2016

Executive Management Programme (E.M.P.) designed by Duke Corporate Education in conjunction with Scotiabank's iLEAD Executive Program to enhance the leadership & change management skills of senior executives.



## **Escuela Superior de Economía y Negocios**

### **Post-Graduate Diploma, Banking & Finance**

2000 - 2001

A one-year Banking and Finance Programme designed by Escuela Superior de Economía y Negocios in conjunction with the Salvadorian Banker's Association to enhance skills of middle-management executives. The focus was threefold: financial management and metrics, banking law, and regulatory framework.



## **Universidad Centroamericana 'José Simeón Cañas'**

### **Master's in Business Administration (M.B.A.)**

1997 - 1999

The main focus of the Master's in Business Administration (M.B.A.) Programme at Universidad Centroamericana José Simeon Cañas (U.C.A.) is to prepare entrepreneurs and private sector leaders to confront the challenges faced by a globalized economy and the complex social-economic realities of our ever-changing world. To achieve this, U.C.A. seeks to elevate the technical and human competencies of leaders with the objective of creating a more efficient and just society, characterized by the rational use of resources to benefit the organisations they lead and the underlying communities they influence.



## **The University of Texas at Austin**

### **BSc Architectural Engineering, Engineering**

1990 - 1995

The Cockrell School of Engineering at the University of Texas has a top notch engineering programme addressing the world's increasing demand for energy, water and the need to minimize and control climate change. The programme focuses on developing more resilient and sustainable infrastructure, transforming energy solutions and advancing water systems.



## **Academia Británica Cuscatleca**

### **International Baccalaureate (IB) Diploma, Math and Physics (Higher Level)**

The Academia Británica Cuscatleca (ABC) is a mixed bi-lingual, bi-cultural school from Pre-Kinder to Grade 12, situated in Santa Tecla, El Salvador. The student body is mainly Central American with an increasing number of international students. The language of instruction throughout the school is English, with Spanish being used for a small number of classes. The school is accredited by the Council of International Schools, is an International Baccalaureate Diploma school, and is a full International

General Certificate of Secondary Education programme (IGCSE) school. It has also been recently accredited by The International Primary Council.

## **Skills**

Financial Analysis • Cash Management • Project Management • Construction Loans • Corporate Finance • Commercial Banking • Risk Management • Strategic Leadership • Leadership Development • Treasury Management

## **Honors & Awards**



**Student of the Year for the Master's in Law Programme in 2019** - University of Liverpool

Jun 2019

The Student of the Year Award is granted to the student achieving the highest average for all the taught modules.



**Recipient of Prince Phillip Award** - Academia Británica Cuscatleca

Jun 1990

The Prince Phillip Award is granted annually to the most well-rounded student, taking into consideration academic results, school sports, extra-curricular activities, leadership qualities, maturity, integrity, self-motivation, and community service.

<https://sites.google.com/a/abc-net.edu.sv/headmaster-s-roll-of-honour/home/prince-philip-shield>