

**JOSE IGNACIO DE OTEYZA**  
931 Massachusetts Avenue, Apt. 505  
Cambridge, MA 02139  
(617) 864-0417  
e-mail: jioteyza@mit.edu

## Education

- 1999-2001 **MIT SLOAN SCHOOL OF MANAGEMENT** **Cambridge, MA**  
Candidate for MBA, June 2001.  
Management concentration: Financial Management.  
Vice President of Sloan Club Latino. Member of Finance Club.
- 1990-1995 **UNIVERSIDAD CATOLICA ANDRES BELLO** **Caracas, Venezuela**  
Bachelor of Arts in Economics.  
Elected Class Delegate to the Economics Faculty and Student Council 1991-95.  
Selected to represent student body in the National Congress of Students of Economics in 1993.  
Awarded Procter & Gamble Excellence Prize for superior academic performance and commitment to extracurricular activities 1993-95.

## Experience

- Summer 2000 **CHASE MANHATTAN BANK** **New York, NY**  
*Summer Associate-Global Investment Banking*
  - Global Power Group: Participated in the advisory team of a Latin America utility company that faced a hostile take-over. Some of the main responsibilities included the elaboration of a structuring summary and the valuation of small companies of the Group.
  - Involved in the valuation and divestiture of a Latin American gas company.
  - International Fixed Income Group: Prepared a proposal and execution strategy of a US\$ 1 billion global bond offering for a major Latin American Telecom company.
  - Participated in a sovereign liability management proposal for a Latin American country.
- 1996-1999 **ARTHUR D. LITTLE, INC.** **Caracas, Venezuela**  
*Consultant*
  - Co-managed a multifunctional team for a financial and operational analysis and diagnostic of the third largest commercial bank in Venezuela. The recommendations aimed to reduce operational costs in US\$ 1million and were accepted by the Board of Directors.*Business Analyst*
  - Co-elaborated an information memorandum for the divestment of the largest Venezuelan automobile and machinery retailer company.
  - Developed the organizational structure and corporate strategy of a bankrupted coating corporation in Venezuela. This project led the company to restructure its debt with the financial institutions and to acquire new investment partners.
  - Core member of the team responsible for the implementation of a new advertising process for the largest and most profitable newspaper in Venezuela. The project increased advertising revenues by 18% in one year, with one segment growing by 44%.
  - Participated in the business processes redesign of the new product development, billing and collections processes of a major Latin American telecommunications company.
- 1998-1999 **PARTINCA TV** **Cojedes, Venezuela**  
*Co-founder & Director*
  - Founded and managed a small cable company in a city of 100,000 people, capturing 1,500 subscribers and offering 25 cable channels over a period of 12 months. The company was successfully sold to a nation wide cable group.
- 1995 **MERRILL LYNCH** **Caracas, Venezuela**  
*Analyst for Private Banking*
  - Participated in the preparation and maintenance of 12 portfolios, which on average earned a 15% yield over the first four months, and 25% over the year.

## Personal

Fluent in Spanish and English. Conversant in French.  
Member of the Training and Recruiting Coordination Teams of the Caracas Office at ADL.  
Winner of Fundayacucho/World Bank Educational Grant for Graduate Studies.  
Interests include squash, golf, and travel.