Roberto Salas

roberto.salas@u.northwestern.edu | (312) 900 7836 | www.linkedin.com/in/roberto-salas/

EDUCATION

NORTHWESTERN UNIVERSITY **USA**
PhD in Computer Science, expeced 2026 **2021 - Current**
Area of specialization: Artificial Intellience

INSEAD **Singapore / France**
Master of Business Administration, MBA Class of Dec 2018 **2018**
Class Career Representative, member of Consulting and Energy Club

PONTIFICAL CATHOLIC UNIVERSITY OF PERU **Peru**
Bachelor of Science in Electronics Engineering **2001 - 2006**
Graduated 2nd out of 325 in Electronics engineering and whole engineering department
Awarded 2 scholarships, one by Catholic University and another by Fundacion Educacion, a Swiss scholarship
Member of Digital Signal Processing Group, wining 1 research prize for digitizing historical documents - 2006
Outstanding qualification award for thesis "Design of a Spell Corrector for an Optical Character Recognition System"
Relevant Coursework: Programming Language, Calculus, Series and Transforms, Probability, Computer Architecture

EXPERIENCE

MINSUR **Peru**
Third largest tin producer worldwide **2021**
Senior Transformation Agent
- Contributed to the development and implementation of a major cultural transformation program, identifying key levers of cost-saving, operational efficiency, and organizational restructuring

TECOGLOBAL & CO. **Peru**
Consulting company helping to realize organizational transformations and advising in business development
Strategy and Business Development | Self-employed **2020 - 2021**
- Created strategy and proposal for partnerships between Chinese and Latin American tech companies; securing 6 trade agreements
- Advised on a long-term transformation strategy for a leading mining company in Peru

BOSTON CONSULTING GROUP **UAE/Qatar/Saudi Arabia**
Consultant **2019**
- Developed a national planning framework for a Middle East government by performing a rigorous analysis of 7 countries, data collected through interviews, surveys, and online research; presenting the roadmap to senior government stakeholders
- Structured and designed a countrywide transformation strategy in Education for a Middle East country
- Created a financial model as part of the restructure of a market intelligence unit for a national oil company
- Penned white papers on renewable energy; they were drafted as a blueprint for discussion on upcoming government summit

RENTYFY **Peru**
Start-up, peer to peer platform to rent used things such as electronics and household goods within schools or family community
Co-founder **Aug 2016 – Jul 2017**
- Pitched project to investors and business accelerators; gained US$15K mentorship in start-up nationwide competition
- Hired and managed a team of 5 to design the website, developed the marketing campaign, and established local partnerships
- The platform reached 100 transactions per month after 6 months of launching the project

SCHLUMBERGER LIMITED **Sep 2007 - Apr 2016**
The world's largest oilfield services company
Operations Consultant **Netherlands**
- Appointed as the principal advisor for the world's top-5 oil company from Aug-2015 to Apr-2016. Designed logging projects and made technical presentations to client management; prepared 41 projects that generated US$1.5MM/year for Schlumberger
- Devised strategy to introduce new digital logging technologies and headed 3-sales and 2-expert team to draw up technical and commercial recommendations; added 5 digital services that made US$700K revenue and cut client cost by US$200K
- Formulated cost-efficient proposal to monitor earthquake caused by gas extraction: analyzed complex data and coordinated with experts and multi-functional teams; awarded bid of US$350K project
- Organized 4 client engagement meetings to provide technical coaching of our services; trained 50 client employees
Engineer in Charge - Country Manager **Italy**
- Promoted as a country leader from Jul-2014 to Jul-2015. Managed 3-client portfolio, developed technical-commercial proposals, and led 25-member team; carrying out 200+ projects/year that produced US$4MM/year for Schlumberger
- Led team of 5 to finalize integration of acquired company of US$11MM asset
- Implemented Lean project: set strategy for culture change and automatized processes; reducing cost by 25%
- Conducted 3 technical presentations to different clients; securing a US$450K high profile project
Engineer in Charge - Location Manager **Algeria**
- Promoted as a business unit leader from Apr-2013 to Jun-2014. Organized daily projects and headed 30-employee staff
- Supervised 120 projects/month; created US$5MM/year for Schlumberger
- Implemented Agile project: Identified core assets for operations, transferred out idle equipment, introduced agile teams for preparation of projects, minimized asset portfolio by 30%; improving overall service quality by 20%
General Field Engineer **Peru/Mexico/India**
- A lead engineer from Sept-2007 to Mar-2013, supervising land and deep-water logging projects; generated US$4MM in total
- Led multinational staff from 4 to 12, handled clients request, and coordinated with operations, logistics, and sales teams
- Directed training center in India to accelerate the readiness of engineers to supervise projects; coached 20 engineers
- Implemented Lean and Agile projects in Mexico and India to lower costs; reached savings of US$30K/month

IBM BUSINESS SERVICES **Peru**
Systems Engineer **Dec 2006 – Aug 2007**
- Handled 3 bank portfolio and dealt with IT client teams to deliver multimedia kiosks, deployed 600 devices nationwide
- Tested, optimized, and integrated new software for a kiosk to eliminate bugs, dropping the number of defective devices by 10%

LEADERSHIP

Math and Programming Tutor
Peru
May 2020 - present
Escuela Primaria de Menores 35510, Cerro de Pasco
- Provide tutoring in the subject of Algebra and Geometry to children from 9 to 11 years old
- Launched a programming course, "Code Jr", to teach coding using CODE.org materials; at the same time, develop problem-solving skills through storytelling techniques
- Coached teachers on online communication tools such as Teams or Zoom

Digital Advisor
Peru, UK
Jul 2020 - present
Digital Boost, a BCG Digital Venture initiative, helping small business affected by Covid-19
- Advise small businesses on topics of strategy, digital transformation, and product development

Active Member
Peru
Nov 2016 – present
Fundacion Educacion – Swiss Scholarship program for Latin America
- Coach young professional on soft skills such as problem-solving and communication
- Share professional advice on CV writing, professional branding, and networking

Active member
USA
Feb 2009 - present
StartingBloc Institute for Social Innovation
- Support members of the organization in their social projects related to energy
- Helped coordinate outreach programs for Peruvian college students

Workshop Facilitator
Peru, Mexico
Aug 2008 – Aug 2011
Schlumberger Excellence in Educational Development
- Organized workshops for high-school students to motivate careers in STEM
- Gave students tours in Schlumberger facilities to have a practical experience of our work

STEM Volunteer
Peru
Aug 2007 – Nov 2007
Teacher In Service Program TISP - IEEE
- Coached pre-university teachers on how to carry out activities in engineering and science with materials of Tryengineering.org
- Organized three seminars in which 40 teachers participated.

Math Tutor
Peru
Aug 2002 – Jun 2004
Pontificia Universidad Católica del Perú
- Provided tutoring in the subject of Math and Calculus to newly admitted students
- Guided students in their immersion in the university community: extracurricular activities, research groups

PUBLICATIONS

Book - Al otro extremo del mundo, Amazon ASIN B07FC896LT
2018
Based on my personal experience, I wrote this book to tell others how I overcome challenges to be a professional. My main objective is to motivate others to pursue their dreams, "If I could, you can"

ADDITIONAL SKILLS & INTERESTS

Computer: C, C++, MATLAB, HTML, Tableau, Excel, PowerPoint, Word,
Languages: Spanish-Native, English-Fluent
Interests: Semiprofessional photographer, weekly cyclist, and passionate cooker
COVID-19: help organizations to import personal protective equipment for COVID-19 in Peru