

Salvador Ríos

Business Analyst

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Summary

Dynamic Project Manager and Business Analyst with a Master's in Management. Over 3 years of experience in innovation management, digital transformation, and B2B sales across EMEA and SEA. Proven expertise in managing high-value projects, leading multinational teams, and fostering client relationships globally. Adept at leveraging data and analytics to drive business growth, improve operational efficiency, and develop strategic insights. Passionate about driving efficiency and excellence through digital solutions and advanced analytics. Seeking to apply my expertise in data analysis, project management, and strategic development.

Experience

DNV Netherlands B.V.

Project Manager, EMEA & SEA Energy Transition

02/2020 - 08/2023

- Led the entire sourcing process for complex engineering solutions, including ecosystem insight, supplier identification and qualification, data analysis, commercial negotiations, contract drafting, and long-term relationship management.
- Managed energy transition projects worth over EUR 2M from tender to delivery, resulting in a 15% decrease in lead times, working across BUs (sales, legal, KAMs, and marketing in different geographic areas) across EMEA and SEA.
- Supported the creation and execution of supplier strategies by considering market developments, competitors, and trends, directly impacting product quality and innovation.
- Actively managed existing suppliers, assessed performance, re-evaluated relationships, and identified additional business opportunities to enhance product offerings.
- Developed and implemented business plans to deploy complex engineering products, such as Emergency Restoration System towers, across Poland and Estonia, including sourcing equipment and logistics planning.
- Utilized ClickUp to set up and manage projects efficiently, ensuring strong time management and prioritization of tasks, which facilitated the successful delivery of multiple high-value projects.
- Secured a strategic partner to expand solutions into the Indian market, increasing market share by 10%, successfully leading contract negotiations and relationship management.

DNV Netherlands B.V.

Business Developer (Intern)

09/2019 - 01/2020

- Supervised framework preparation for the Innovation department, enhancing forward-thinking business strategies.
- Led multidisciplinary meetings to innovate and develop new business initiatives, facilitating the integration of 8 innovation projects.
- Directed two innovation management training sessions for over 20 engineers in the power innovations sector, fostering enhanced strategic implementation.

- Leveraged data analytics to identify operational areas of improvement and implemented solutions to drive efficiency.

Sunchem B.V.

Business Developer (Intern)

01/2019 - 08/2019

- Supervised complex projects on innovative vaccine technologies involving six multinational partners across Europe and the Americas.
- Crafted effective presentations for partners and investors, securing support for novel undertakings.
- Traveled nationally and internationally to source large public funding opportunities, showcasing strong project management and analytical skills.

Skills

Project Management - Innovation Management - Customer Engagement - SQL - Data Analysis & Visualization - PowerBI - Business Analytics - Marketing Analytics - Text Analytics - Python - Machine Learning - Critical Thinking - Problem-solving - Commercial Negotiations - Strategic Partnerships

Education

MSc Management (Business Analytics)

UPF Barcelona School of Management

2023-2024

Relevant coursework: Data Science, Marketing Analytics, Advanced Statistical Methods

BSc Business Administration

University of Amsterdam

2017-2020

Relevant coursework: Business Analytics, Consulting Methods, Digital Strategy

Projects

Strategic Market Expansion in India: Led contract negotiations, partner selection, and market research to introduce Emergency Restoration Towers to the Indian market. Overcame high entry barriers and competitiveness by selecting a local partner, navigating regulatory environments, and winning the first tender in India. This project enhanced my ability to handle regulatory compliances, stakeholder interactions, and strategic market entry.

Bid and Project Management for ERS in Estonia: Spearheaded the bid and sales strategy for deploying Emergency Restoration System towers in Estonia for a governmental electricity utility. This role involved cross-functional collaboration with business units and teams from our Polish offices. Managed the manufacture and logistics planning to ensure efficient deployment and operational success.

Languages

English - Fluent, working proficiency, experience in negotiations.

Spanish - Native, working proficiency, experience in negotiations.

French - Beginner, conversational. B1.