

# Salvador Ríos

Consultant

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## Summary

Experienced Consultant with over three years of expertise in digital transformation, analytics, and sales strategy, adept at using data-driven insights to solve complex challenges across industries. Proven track record of managing complex, high-impact projects, fostering client relationships, and delivering scalable solutions aligned with business goals. Skilled in optimizing processes, implementing AI-driven tools, and leading cross-functional teams to execute large-scale technology transformations.

## Experience

Edlitera - Boston, USA (Remote)

Business Development Manager

09/2024 - Present

- Spearheaded the adoption of AI/ML solutions in client outreach, tailoring campaigns to promote Gen-AI tools in areas like Computer Vision, RAG, Deep Learning, and NLP.
- Designed and implemented multi-channel strategies, increasing engagement through advanced analytics and automation.
- Conducted market analyses to align solutions with industry trends, showcasing adaptability in fast-paced environments.
- Defined and established KPI-driven sales strategies.

DNV Netherlands B.V. - Arnhem, NL

Project Manager, EMEA & SEA Energy Transition

02/2020 - 08/2023

- Led 6 energy transition projects focused on securing energy transmission and distribution and strengthening renewable energy infrastructure deployment.
- Conducted techno-economic assessments for new market entry strategies in EMEA and SE Asia, including market analysis, supplier identification and qualification, data analysis, commercial negotiations, contract drafting, and long-term relationship management with clients and suppliers.
- Collaborated with senior management (Director to C-level) to develop business models and strategic plans for entering new global markets.
- Implemented process automation technologies to improve project deliverability timelines (negotiation to project closing).
- Traveled extensively in Europe and SE Asia to meet with stakeholders, including in-situ workshops of energy deployment technologies in Malaysia.

Business Developer (Intern)

09/2019 - 01/2020

- Created and refined innovation frameworks and workshops, leading analytics initiatives to uncover and implement operational efficiencies.
- Supported senior management in creating strategic reviews and frameworks to improve operational processes and align with organizational goals.

- Conducted data analyses to inform decision-making on innovation projects, delivering actionable recommendations to stakeholders.

**Sunchem B.V. - Amsterdam, NL**

**Business Developer (Intern)**

**01/2019 - 08/2019**

- Provided financial modeling and insights for multinational projects in the bioenergy sector, facilitating decision-making for cross-border initiatives.
- Produced data-driven presentations for investors and partners, effectively securing support for innovative projects.

## **Skills**

Business Consulting: Strategy Development, Techno-Economic Analysis, Tendering, Scrum methods

Energy Transition Expertise: Renewable Energy Market Dynamics

Data Analysis & Modeling: Python, SQL, Power BI, OpenRefine, Statistical Methods

Operational Optimization: Process Improvement, Change Management, Technology Integration, JIRA

Leadership & Communication: Project Team Mentoring, Cross-Functional Collaboration, Stakeholder Engagement

## **Education**

**MSc Management (specialization in 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, Corporate Strategy

## **Languages**

English - Fluent.

Spanish - Native.

French - B1.