

PERSONAL DETAILS

Carlos Rodriguez Laconi
Boston, MA
https://www.linkedin.com/in/carlos-rodriguez-laconi-80b2173b/
Sector(s) and geogrpahy of Search: Landscaping / Ag/Food Supply Chain

EDUCATION

MBA /2017
Babson College / Franklin Olin School of Business
Licentiate in Economics / 2008
Universidad de San Andres (Argentina)

WORK EXPERIENCE

2020 - 2022
<p>Boston Tree Preservation. FTE: 15. Plant Health Care - Landscaping . BTP is committed to providing an organic approach to caring for the entire landscape – trees, shrubs, lawn and soil in order to preserve and protect the urban forest for present and future generations.</p> <p>CEO- Operating Partner : Leading Organic plant health care company founded in 1977</p> <ul style="list-style-type: none"> Structured a deal with the company owners to operate, grow and sell the business based on Search Fund model. Developed growth and business development strategy Implemented digital transformation of the company (Salesforce, FLS, QBO, etc.) Sold the company to a Search Fund. Led the selling process of the company, negotiated with buyer and managed the M&A team (law firm, accounting, DD) involved in the transaction. <p>United States of America</p>
2017-2022
<p>Urundel LLC (subsidiary of R.Nocetti) . FTE: 4, Food Import - Supply Chain, Trading company focused on Organic Ingredients .</p>

Date from - to
Company (number of FTE, sector, activities ect)
Job Title - brief description
Country

MEMBERSHIP / VOLUNTEERING

2008-2015
<p>FUNDACION ONCOLOGICA RODRIGUEZ ALZOLA (FORA)</p> <p>Board member of FORA (NGO) that provides medical treatment and emotional support for children suffering from cancer</p> <p>Argentina</p>
Date from - to
Company / Association / from - to

<p>Co - Founder/ Managing Partner :</p> <p>Partnered with top US organic buyers to source products from Latin America with exclusivity agreements</p> <ul style="list-style-type: none"> • Developed organic supply chain (citrus concentrates/NFCs and cane sugar) for processors/manufactures. • Responsible for sourcing, trading and negotiating exclusivity agreements with suppliers and buyers. • Currently supplying top organic buyers in the US and Europe
United States of America

Role - brief description
Country

2009 - 2015
Rodriguez Nocetti SRL. FTE : 20 . Agriculture and Exports. Agribusiness Company focused on production, manufacturing and export of specialty crops and commodities.
<p>Co- Founder / CEO</p> <ul style="list-style-type: none"> • Structured a partnership to develop the largest credit carbon project REDD+ conservation in Argentina • Responsible for the company's financial planning. Maintained relationships with creditors, investors, suppliers • Coordinated trading, sales and exports of agricultural commodities and specialty crops • Developed and implemented company growth strategy. Partnered with US and EU top ingredient companies.
Argentina

Date from - to
Company / Association / from - to
Role - brief description
Country

2016
Search Fund Accelerator (SFA), FTE 50+ , Private Equity - Search Funds.
<p>MBA - Intern - PE Associate</p> <ul style="list-style-type: none"> • Interfaced with brokers and investment bankers to source deal opportunities • Financial valuation, LOI, deal financing structure, industry analysis. • Assisted on due diligence on acquisition targets, research industry dynamics, operational turnover strategies
United States of America

2011-2015
PROSAP - Argentina National Government : FTE 50, Public Investments in Agriculture Sector
<p>General Director</p> <p>Coordinated a consulting project to find investment opportunities that matched the fund criteria.</p> <ul style="list-style-type: none"> • Obtained \$100M funding from the World Bank and International Development Bank for public works infrastructure projects • Managed a multidisciplinary team of professionals to achieve the goals of the program. • Evaluated the economic feasibility and financial valuation of investment projects in different industries
Argentina
