

RESUME -CV

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ACADEMIC BACKGROUND:

Master of Business Administration (MBA), ESERP Business School, Barcelona, Spain (2005)

Master in Business Administration and Management, Faculty of Economics and Business, Universidad Diego Portales (UDP). Chile (2004)

Master in Total Quality Strategies. School of Industrial Organization- *EOI Madrid-Spain.* (2003)

Postgraduate in Quality Management, Postgraduate School. UDP, Chile. (2001)

Consultancy Services for Small Industries. TQM-- Industrial Standardization- JICA Nagoya, Japan. (1999)

Economist, BA, graduated at Simon Fraser University, Burnaby, British Columbia, Canada. (1990)

Languages: Bilingual English/Spanish (fourteen years in Canada), written French and basic Japanese.

Duties: Responsible for collecting and studying, and large amounts of economic information, and then draw conclusions that allow interpreting relevant global and national economic events. Based on this information, develop methodological indications in key areas of intervention for the strategic development of the productive sectors.

To guide the investment decision in activities of Productive Development of the Tourism, Mining, Energy, Real State, Fishing and Agro industrial sectors, to analyze in detail the local business structure and the market

Performed economic analysis of various aspects of regional integration, including trade, infrastructure, and management Analyze research at a strategic level to influence future investment and development across the regions

Analysis and Prospective, for the Development of Clustering Initiatives. Foresight has methodological tools, using Cross-Impact Matrices (Micmac), which facilitate the construction of future images or scenarios and systematize collective reflection. During his career he has carried out different tasks associated with studies and evaluations of mining projects.

Additionally, he has carried out studies for the assessment of economic evaluations for solar generation projects. He led cost management processes, budget control, and evaluation of investments. He has led multidisciplinary teams for the different stages of development as well as projects in operation stages in Chile and abroad.

As a specialist he also managed bidding processes and technical-economical evaluations for purchasing and supply of material, products, and services of large-scale operations, continuous enhancements, and conducting new practices and technology for operating.

Lead Consultant in the Process of Organizational and Structural Transformation of the Business process. Review process of institutional bodies and their restructuring. Using methodologies and management models that are used at international level, such as RACI, Radar and BMP. Organized and implemented research and feasibility studies to gain in-depth knowledge about a specific area of development of the organizations.

Determine trends and adjustments in the context of the global economy and trade economic agreements

Design and Implementation of quantitative and qualitative analyzes of econometric, economic and social studies, for financial analysis and economic forecast.

Standardize the work processes, and elaboration of indicators, allowing to define adequate indicators to objectively measure the performance of the organization and its responsibility centers and cost, implementation of organizational strategies in both public and private entities.

Financial Engineering: preparation of investment structures. Finance and "venture capital"

Professional adviser of the in-Management Systems. Implementation of a System of Improvement of the Management using a model of Excellence at the executive, Academic and Government level.

Studies of projects and proposals for Regional Development Using Cluster theory. Methodological support for public and private sector advisory organizations for the development of competitive advantages of different productive sectors.

Assisting companies in making acquisitions, divestitures and strategic alliances, while accessing the global capital market. Bringing together all the relevant multidisciplinary expertise from years of experience, including tapping into a vast finance- and industry-sector knowledge.

Achievements:

Development of Models for Startup of several productive sectors, strengthening of territorial actors, providing mechanism to access new markets and development of commercial networks for 100 star up, process management and standardization.

Formulation of technological innovation project and its financial analysis for amounts close to thirty-five billion pesos. Creation of programs and their strategic components for the initiatives for the clusters: tourism, Ovino, Antarctic and Port Logistics. As a result 250 action initiatives have been developed, with co-financing by the private sector, regional governments, national government agencies, and the support of the IDB.

Dissemination and Technological Transfer, CORFO's INNOVA Chile Technological Node for the Magallanes region, generate a work groups for the formulation of innovation projects considered to be priorities for the development of the region, as a result more than 80 action initiatives reached to implementation More than 60 project have received funding from CORFO (2007-2009)

Design of Innovation models for the introduction of new Technologies in the Transport Sector As result a new Business organization was created with 120 partners from the four main Transport trade association. Design of alliances policies and new routes, resolving the conflict and the problems of Collective Locomotion of the Circumvallation Serena-Coquimbo. (1996).

Responsible for carrying out the Standardization Study, and the formulation of a proposal for a new Regional Hospital, the new project for an amount higher than 140 billion pesos was approve by the Ministry of Health. (2014 Hospital La Serena).

Responsible for the Financial Sustainability Study of the Center for Therapeutic Diagnosis (CDT) As result of the review of the work done for the dimensioning of both supply and demand of the portfolio of services. It was obtained a better technical design and their cost projection was reduced. Final Project presented to Ministry of health, for an amount exceeding 60 billion pesos. (February - December 2015, Hospital La Serena).

Regional Planning and Development Seminars, for directors and executives from various regions and government agencies, seminars, courses and workshops throughout the country, with approximately 4,500 participants, (1995 to date).

As a leading facilitator of the Acceleration Process of Change, he has worked with large companies such as Coca Cola Polar in implementing Six Sigma methodology, redesigning organizational processes and developing improvement plans for clients and suppliers to seek ways to decrease the waste, reaching to reduce in twenty per cent the waste as a result of working with the new technique of management (2006).

Awarded the Distinction for having obtained the best lecturer performance in the program INDAP (Ministry of agriculture), of the period 2005.

As a Senior examiner of the National Quality Award since 1997. He was selected to lead and examine the large company category, Among others, WallMart (D & S Leader-), Minera Los Pelambres, Banco BBVA, as well as two winners of the National Quality Award (2000- Gerdau Aza, 2005 Banco Estado Micro Empresa SA).

Selected by the Japanese Government, representing the CNPC of Chile to study new techniques of Japanese quality and productivity under the concept of Kaizen. Specialization in Consulting Services for Small Industry, with the participation of 14 countries representing Asia and Europe (1998).

Nowadays: starting the development of important Clean Energy projects in Chile. See also: www.Mconsultores.cl

AREAS OF INTEREST

Interest in the development and application of mixed modeling techniques with revealed and declared preference data, to the analysis and evaluation of projects. Models of International Tourism Demand, Econometric Models of Discrete Choice, Process Simulation Games and Six Sigma Training. Application of advanced models of structural and prospective analysis to territorial planning processes.