



Throughout my professional career I have developed extensive experience working on special corporate finance projects with Latin American and Spanish companies from various sectors, which have facilitated to their shareholders and stakeholders to mitigate the uncertainty associated with strategic business decisions related to growth, diversification, concentration and preparation to face new business stages. I have led and participated in numerous corporate finance projects delivering positive results for profitability and strategic positioning of business. I have strong project coordination skills from planning to completion; I lead teams and commit to action; Results oriented. I have a strategic mindset and I am an effective communicator in diverse organizational fields and interested parties.

CORE KNOWLEDGE & SKILLS

- Strategic analysis
- Financial analysis
- Risks analysis
- Budgets & financial projections
- Financing
- M&A transactions (Business valuations, Due diligence, negotiations)
- Project management
- Financial planning

PROFESSIONAL EXPERIENCE

VALORACCION, Barcelona, Spain

2009- current

Managing director

Origination, analysis and execution of a full range of Corporate Finance transactions, with emphasis in Business Valuation, M&A and Financing, helping its clients in the analysis and evaluation of the risks associated with their investments, to support their corporate decision-making processes.

Selected Achievements:

- **More than 50 business valuations** and other financial similar projects that have facilitated the client's decision making processes related to investments/divestitures.
- **Completion of 2 successful acquisitions** creating growth in revenues and expanding corporate presence for the clients.
- **US\$ 20 million- Debt restructuring projects** in diverse industrial sectors, to match financing conditions to their projected cash flow from operations.

CNI ASESORES FINANCIEROS, Caracas- Venezuela

2004-2009 / 1996- 2000

Corporate Finance director / Corporate Finance associate

Origination, analysis and execution of Corporate Finance transactions for targeted clients, including advisory, M&A, fundraising and project financing.

Selected Achievements:

- **US\$ 100 million - Successful sale** of the Venezuelan operations of a multinational company in the assurance industry, to a local investor group.
- **US\$ 18 million - Debt restructuring and successful Management Buy-Out (MBO)**, for a Latin-American retail chain in the white goods sector.
- **US\$ 30,8 million - Debt restructuring** for a Venezuelan leader network of new cars dealers.

KPMG Recursos, S.A., Barcelona- Spain

2001-2004

Transaction Services Manager

Origination, analysis and execution of Due Diligence engagements, including among others: the organization and coordination of interdisciplinary and cross- border team works, the planning and execution of the agreed procedures and the communication of findings and issues to the clients.

PROFESSIONAL EXPERIENCE

Selected achievement:

- **More than 20 Due Diligence processes for Spanish/ European companies**, executed in very short periods of time, providing relevant information to the clients in their “sale & purchase” decision making processes.

CORIMON, S.A., Caracas- Venezuela

1992-1996

Strategic Planning manager(1993-1996)

Analysis and presentation of recommendations, to the Group Executive Committee in connection with acquisition/ divestiture projects to achieve the Group’s growth strategy .

Strategic Planning Analyst (1992-1993)

Preparation and analysis of the Group’s financial and strategic plan (both subsidiaries and holding) and the analysis of new investments and acquisition/ divestiture projects.

Selected achievements:

- **Investment opportunities analysis for about US\$ 200 million and presentation of conclusions to the Group Executive Committee** to support the corporate decision making processes.
 - **Development and implantation of financial models for each company/ holding** (near 20 companies), to analyze operational and financial results, in order to give support in strategic decision making processes.
 - **Implantation of a financial simulation model for one of the Group company** to support operational decisions regarding to “open/ maintain/ close” stores, for one group’s company operating as a chain of retail stores company.
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EDUCATION & PROFESSIONAL DEVELOPMENT

INSTITUTO DE ESTUDIOS SUPERIORES EN ADMINISTRACIÓN (IESA), Caracas- Venezuela

- Master in Business Administration (MBA) 1990-1992
- Associated Degree in Organizational Coaching Abilities 03 al 10/2011

UNIVERSIDAD DE CARABOBO (UC), Valencia- Venezuela

- Economist 1982-1987

UNIVERSITY OF CALIFORNIA IN IRVINE (UCI) California- USA

- *Introduction to Project Management Principles and Practices, 4 courses specialization* (12/2016 - 01/2017)
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ADDITIONAL INFORMATION

- Languages: Spanish(native); English (full professional proficiency); French(elementary proficiency).
- Advanced user of: Word, Excel, PowerPoint, Internet, social networks.
- PMBok, Guide & Standards- Project Management.
- Volunteer in the Credit Committee of Microfinanciera Oportunitas (Barcelona-Spain), whose mission is to promote and facilitate the social integration of people at risk of social exclusion, by incorporating them into the work market through entrepreneurship and self-employment.
- Born in Barcelona (Spain). Spaniard and Venezuelan citizenships.