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PROFESSIONAL SUMMARY

With over two decades of experience across diverse sectors, ranging from Oil & Gas to corporate governance, I have developed solid skills in leading strategic projects, leadership, project management, financial analysis, policy development, negotiation, and problem-solving in various organizational contexts and sectors.

I have expertise in:

- Designing and developing policies and projects for expansion, control, and monitoring of strategic projects in oil and gas sector. Additionally, I have experience in analyzing corporate operations and performance, talent development, and change management leadership.
- Supervising and controlling operations, finances, and projects. This includes legal representation, acquisition negotiation, development of operational and strategic plans, and promotion of internal talent.
- Evaluating and reviewing restructuring and business plans, negotiating with creditors, validating accounting documents, and leading the implementation of restructuring agreements.
- Furthermore, the doctorate has provided me with experience in research skills, diagnosis, design of improvement plans and programs, analysis, and problem-solving.

EDUCATION

- 2019 | Present | PhD in Research and Evaluation of Academic Quality | UAGRM – Bolivia.
- 2015 | Postgraduate Diploma in Corporate Finance OIL & GAS | UPB – Santa Cruz.
- 2014 | Corporate Governance | PricewaterhouseCoopers S.R.L – Santa Cruz.
- 2013 | Natural Gas Engineering | INEGAS - Santa Cruz.
- 2013 | Development of Managerial Skills | INCAE Business School – Costa Rica.
- 2008 | Master's International in Business Administration | European School of Business – Spain.
- 2003 | Master's in Integrated Engineering | Hogeschool van Utrecht (HvU) – Netherlands.
- 1999 | Bachelor's Degree in Information Technology | UMSS – Bolivia.

LANGUAGES

- English: Advanced level
- Portuguese: Medium-Level
- French: Basic level
- Spanish: Native Language

PROFESSIONAL EXPERIENCE

GD Tecnologia – Consultant TI

October 2022 to present

Company provides an ecommerce platform for clients in Brazil.

- Responsible for the development of apis with REST and SOAP integrations using PHP and Java as programming languages, MySQL, Postgres, SQL Server as database.
- Creation, maintenance and monitoring of Microservices, Instances, Database.

Projects

- **Casa das Essencias**, ecommerce made in PHP, with integration with Jamef's shipping system, motorcycle couriers, service area, delivery area.
- **Mazza Audio Library**, an application that had an admin built in PHP for registering audios and integrating sales with Cielo. An app in Java and iOS that was used by student subscribers to listen to the tracks sold in the admin.

YPFB CORPORACIÓN - Advisor to the National Vice President of Operations

October 2010 to December 2021

July 2017 - December 2021.

YPFB Corporation, which consists of 11 companies subsidiaries, and affiliates including its headquarters, has over 6,000 employees in the corporation and an annual revenue of USD 6.314 billion.

- Participating in the design and development team, formulating policies and projects expansion of refining plants, pipelines transportation and hydrocarbon storage project.

Controlling and monitoring projects like:

- The Rio Grande liquid separation plant with an investment of USD 184 million, achieved a production of 200 million cubic feet of natural gas per day.
- The urea and ammonia plant with an investment of USD 953 million, producing 2,100 tons of urea and 1,200 tons of ammonia.

Analysis of Operations and Corporate Performance:

- Conducted regular evaluations of the corporation's operations to ensure efficiency and effectiveness. This included analyzing operational data, identifying areas for improvement, and recommending solutions to optimize processes, with a focus on renewing safety systems at plants, and fire protection systems.

Talent Development and Team Leadership:

- Promoted the professional development of the operations team by guiding, training, and evaluating personnel to ensure optimal performance and leadership development; conducted training within the vice presidency for over 500 workers on operational topics.
- Worked on developing policies for the creation of international scholarships, interviewing, and advancing 22 professionals from YPFB Corporation with potential for future growth within the corporation, allocating USD 1.5 million for their studies in Spain and Korea.

Leadership in Change Management:

- Participated in the team restructuring of the two Vice Presidencies of YPFB Corporation, in compliance with the new Hydrocarbons Law N° 3058, carrying out a structural reorganization of the management teams and their allocation to each Vice Presidency.

PMO Senior

July 2015 - June 2017

I have led strategic projects in sectors such as oil, gas, and corporate governance. My experience ranges from designing and developing policies to direct supervision of operations and finances, excelling in change management and resource optimization.

- **Project Management:** In-depth knowledge in leading "Design to Value" projects, focusing on resource optimization to meet cost and timeline specifications.
- **Cost Reduction Initiatives:** Creator of cost reduction plans through workshops and brainstorming sessions with cross-functional teams, ensuring alignment and effective delivery.
- **Business Case Development and Analysis:** Experience in developing business cases for medium and high complexity cost reduction projects.
- **Financial Control and Analysis:** Supervision and analysis of financial indicators and cost reduction scenarios, implementing effective project control strategies.

National Manager of Subsidiary Companies

October 2010 - June 2015.

This management division consisted of 22 professionals from technical and financial areas who carried out monitoring and control of operations, finances, and projects for the 11 subsidiaries of YPF Corporation.

- Legal representative in shareholder meetings and on the boards of YPF Corporation's 11 companies.
- Established the Subsidiary Companies Administration Council – SCAC, with the President of YPF Corporation as the Chair and the National Manager of Subsidiary Companies as the General Secretary.
- Played a key role in the negotiation and acquisition of shares from the Brazilian company PETROBRAS (44.5%) and the French company TOTAL (11%) in YPF Transierra, for a total amount of USD 133 million.
- Founded the YPF Corporation procurement and contracting fair, with an annual estimated procurement value of USD 400 million per year.
- Review and approve the annual operation plans of the 11 subsidiary companies for presentation to SCAC, aligning their objectives and operations with the vision and overall goals of YPF Corporation.
- Supported the promotion of over 100 executives with career paths within the corporation to leadership positions, executive roles, and directors within YPF Corporation.
- Supervised strategic projects from conception through to execution, ensuring they are completed on time, within budget, and following the required quality standards:
 - Expansion of 2 refineries at YPF Refinación for a production increment of 6000 barrels per day.
 - Implementation of Turbine 3 BULO BULO at YPF CHACO.
 - Exploratory well projects, seismic studies, and geological and geophysical studies at YPF Andina and YPF Chaco.
 - Created the YPF Corporation procurement and contracting manual.
 - Established a corporate supplier registration system.
 - Designed and implemented procurement and contracting policies and procedures and trained the procurement departments of the subsidiaries.

GRUPO INDUSTRIAL DE BEBIDAS, BEBIDAS S.A. – Chief Executive Officer

May 2004 to July 2006

The company employed over 120 direct workers, organized into shift work teams to maximize production. Its corporate governance was subject to an agreement by the board of creditors and shareholders, which established the functioning and objectives of the company.

- Operating without working capital, this was achieved through the methodology of pre-selling products to key distributors across various Bolivian departments.
- Production volumes were increased by an average of 30% across all product lines.
- Production costs were reduced by an average of 10% through policies of periodic bulk purchasing from suppliers while reviewing market conditions.

- The company engaged in contract manufacturing for other brands within the industry that were not competitors of our products, generating additional revenue for the business.
- Talent retention policies and internal staff promotion were implemented within the company, advancing executives and middle management, with 12 employees placed in key positions of the enterprise.

BUSINESS REGULATORY AUTHORITY – Senior Business Advisor

October 2004 to Feb 2006

A state institution dedicated to regulating, controlling, and supervising the activities of companies concerning competition defense, corporate governance, business registration, compliance with commercial obligations, and monitoring corporate social responsibility. Additionally, it collects withholdings and contributions mandated by law.

- Working for supervising and enforcing laws and regulations that govern business practices.
- Senior consultant in business restructuring for the Bolivia government, assigned to the company "Grupo Industrial de Bebidas – BEBIDAS S.A."
- Convened and chaired the Creditors' Meeting of BEBIDAS S.A., without voting rights, fostering agreements between the debtor and creditors.
- Expedited the procedure and when necessary, assisted the debtor and creditors.
- Performed the verification and examination of the information recorded in the ledgers and documents of the debtor and, if applicable, the creditors, using the necessary means and procedures.
- Evaluated the Restructuring Plan, Business Plan, provided opinions on its consistency, and, if applicable, proposed alternatives to the Creditors' Meeting to improve it.
- All objectives were achieved with the approval of the Transaction Agreement of BEBIDAS S.A. and the Creditors' Meeting in March 2006.
- Restructured USD 15.1 millions of liabilities, capital increase USD 3.8 millions.

UNITED NATIONS INDUSTRIAL ORGANIZATION, UNIDO – National Director

November 1999 to November 2001

The United Nations Industrial Development Organization (UNIDO) aims to eradicate poverty through inclusive and sustainable industrial development.

- Monitor, participate in, and organize the activities of the National Business Information Center.
- Train existing staff and new personnel in the project nodes in Potosí, Tarija, Santa Cruz, and La Paz on IT issues, the National Center, and the integration of these departments into it.
- Train and advise the staff of the Cochabamba Chamber of Industries on all IT related topics, database management, internet, and all issues related to the project.
- In coordination with UNIDO, plan and develop the website for the network evaluating investment promotion projects (Investment Project Evaluation Network - IPEN).
- The National Business Information Center had the participation of more than 150 industries and companies in its nodes of Cochabamba, Tarija, and Potosí.
- Published the industrial magazine "E-commerce in Cochabamba: Reality and Perspectives" in March 2001.

OTHER EXPERIENCES

2003 | Municipal Waste Services Company from Cochabamba EMSA

Information Technology Consultant

- Development of a GPS system for monitoring routes and performance of garbage trucks.

1998 – 1999 | Cooperativa Boliviana de Cemento COBOCE Ltda. Cochabamba, Bolivia.

Artificial Intelligence Research Consultant

- Research project, development, and implementation of an expert system for failures detection in the cement manufacturing process.

TECHNOLOGY ABILITIES

Operating Systems: MacOS, Windows, Linux.

Programming: Java, PhP, C#, C, HTML, CSS, Bootstrap, Material Design

Frameworks: Laravel, Zend Framework

Databases: MySQL, Postgres, Firebase.

Tools: Visual Studio Code, Eclipse, IntelliJ IDEA, Photoshop, DBeaver, Microsoft Office, GIT, Bitbucket

Methodologies used: Scrum and Kanban