**QUALIFICATIONS:**

* MBA & B.S. in Engineering from Tulane University with a broad business background in both small and large companies in several industries in the USA and Peru.
* Significant experience related to sales and marketing, finance, data processing, operations, and management of human resources.
* Proven ability to hire, motivate and supervise staff.
* Considerable ability to work under pressure, and excellent problem solving skills.
* Computer literate with skills and training in MAC and in PC, including MS Windows, MS Word, MS PowerPoint, MS Project, MS Foxpro, Visual dBASE, and specialized knowledge in regard to financial modeling and forecasting in MS Excel.
* Recent strategic and organizational planning and development experience.
* English/Spanish bilingual with very polished speaking and business writing abilities, and fully bicultural.

**EMPLOYMENT:**

**Managing Director**. UniGlobe Projects & Services Ltd. Lima, Perú (2008- to present).

\* Project for the National Diffusion and International Transfer of Peruvian Agricultural Technologies, through the application of the successful irrigation technologies, and of agricultural and agroindustrial technologies, Peruvian and foreign, developed or applied in the Chavimochic zone, to zones of similar primeval characteristics, of untilled, arid, or desert lands, for the expansion or consolidation of the agricultural frontier in strategic zones of Peru. Design and implementation of forestation and plantation projects using arboreal species ideal for biomass as a source of energy, through the international transfer of in vitro reproduction of these species for their rapid adaptation to Peruvian soils and climates. Business consulting services.

**Director of Admission, Registration, and Academic Support. Center for Financial Studies. Professor Researcher**.CENTRUM Católica. Lima, Perú (2006-March 2008).

\* CENTRUM Católica, Business Center of the Pontificia Universidad Católica del Perú, consisting of CENTRUM Cátedra, the Business School, CENTRUM Investigación, the Research Center, CENTRUM Alianzas, the Center for Strategic Alliances, CENTRUM Consultoría, the Consulting Center, and CENTRUM Futuro, the Center for Business Development and Leadership, is the dynamic context that has enabled the Business School to be ranked 15th overall amongst Latin American Business Schools, first in Leadership Studies amongst Latin American Business Schools, and first overall amongst Peruvian Business Schools, in the August 2007 ranking by América Economía of Chile.

**General Consultant**. Ingemedios S.A.C. Lima, Perú (2005-2009).

\* Leaders in non-municipal solid waste collection and disposal, both dangerous and non-dangerous, recycling of recoverable materials as industrial inputs, serving top level private and state clients nationally, and pioneers in industrial composting of paper mill sludge, green waste, and bovine waste for contaminated land reclamation, mine closures, agricultural lands improvement, and enlargement of the agricultural frontier in desert zones.

**Partner and Vice President, Ambiotec Solutions S.A.C.**, Lima, Perú. (2001-2005).

\* Pioneered implementation of cutting-edge environmental pollution solutions developed by leading U.S. companies in the field, applicable to land and air, and to ocean, lake, and river waters, for the fish meal, dairy, beer, soft drink, paper, and domestic wastewater treatment industries.

**President.** Milk & Honey Software. Lima, Perú. (2004-2005).

**\*** Design and development of mass use applications for the Microsoft Office on Microsoft Windows platform, using Excel, Word, Outlook Express, Internet Explorer, including e-Private!, SOLID ADVISE ON OBESITY!, Rent Design for Real Income!, and THE TANK DIMENSIONER!

**Hotel Management Consultant**, Hotel de la Borda, Nasca, Ica, Perú. (2002-2003).

\* Designed and installed cash control program, and trained reception personnel in its use. Selected Hotel Management Software System and supervised the corresponding personnel training and implementation process.

**Data Base Development Consultant (Visual dBASE)**, Community Information System & Research Services, Western Michigan University, Kalamazoo, MI (1998-1999).

\* Designed and developed complex computer programs for consolidation of multiple very large name & address files, for use by the U.S. National Bureau of the Census in the 2000 national census.

Founder, Inter-*American* Development Capital Institute (Project startup), Miami, FL, Lima, Perú (1995-to present).

\* Conceptualized a viable strategic plan that would enable Less Developed Countries (LDCs) in the Americas to attract the foreign equity capital required to fuel their holistic development, and increased competitiveness, in the face of the aggressive industrial, service, and trade globalization phenomena they are experiencing. Designed and Developed the corresponding Financial Model & Simulation in Excel 2000, and a preliminary draft of an Implementation Strategy, for confidential consideration and purchase by interested third parties.

**Vice President**, -ase Trading & Technology, LLC and -ase, Inc. Portland, OR. (1993-1995).

\* Conducted strategic planning for the international franchise-like expansion of a startup group of Oregon companies in biotechnology. Effected business plan review and editing. Prepared an eight-year PC Excel financial forecast for their U.S. market operations. Designed a marketing video and supervised its production. Conducted all company contract negotiations including for mergers and acquisitions, and for manufacturing equipment lease purchases. Designed and supervised the finance and accounting function. Prepared a pro-forma (securities) private placement prospectus.

**Assistant General Manager**, Consorcio Perúano de Ahorro Previo S.A., Lima Perú. (1992-1993).

\* Devised a salespersons' incentives program for a leading foreign automobile and group travel finance company's 130-person sales force, quadrupling sales in the first month. Conducted a review of its new administrative and sales MIS that resulted in critical improvements to the company's operating capacity at the sales and administrative management end. Designed a new condominium group finance product for company lines’ expansion.

**Business Manager and Chief Financial Officer**, Marine Terminal Computer Systems, Inc. (and spin-off company, Automated Handling Systems, Inc.), San Francisco, CA. (1990-1991).

\* Was instrumental in organizing and administrating a profitable spin-off software development company to serve Bechtel Corporation in San Francisco, in connection with its Houston-OMNIPORT turnkey maritime terminal project. Negotiated new service rates and provided key input in other vital contract areas. Designed and implemented an Insight®-based financial accounting & budgeting system. Designed and administered the human resources function. Conducted the purchasing function. Handled the parent company's orderly shutdown.

**President**, BBQ Party in a Can Company, Portland, OR. (1988-1989).

\* Handled all product development, business planning and production aspects for a startup company in creative barbecue supply marketing in Oregon.

**Account Executive - Marketing and Sales Representative**, Dean Witter Reynolds, Inc., Portland, OR and the Principal Financial Group, Portland, OR. (1986-1988).

\* Securities Series 7 License. Life & Health License. Proposed and developed a cooperative marketing arrangement with a large local bookkeeping and tax return preparation company capitalizing on the needs and opportunities presented by the Tax Reform Act of 1986.

**Director, Assistant General Manager, Operations Manager, Fleet Manager, and Finance & Administration Manager**, Navegación Andina S.A., Lima Perú. (1981-1985).

\* Successfully formulated, presented, and defended complex Hull & Machinery and General Average insurance claims to Richards Hogg International Adjusters, London and the London Salvage Association, New York, that restored a ship-owning company's credibility in the insurance community. Initiated the company's use of microcomputers for finance and accounting management, financial modeling, and decision making. Designed and administered the human resources function for vessel crewing and staffing. Designed and administered the ship-maintenance function. Successfully conducted international operations, purchasing, and ship-repair-contract negotiations in Perú, Chile, Panama, and the U.S.A., that cut the company's expected expenditures in half. Proposed and obtained approval from the American Bureau of Shipping, for structural modifications to a 25,700 M.T. bulk carrier, that enabled the company to reduce its planned maintenance budget by 75% over the remaining life of the vessel.

**Data Processing Manager** (Finance Department), City of Beaverton, OR. (1977-1980).

\* Upgraded an Oregon municipal government's Data Processing Department from a batch-card processing environment, to a professionally staffed on-line distributed workstation MIS system capable of serving all departments. Budgeting, purchasing, training, and consulting.

Financial Forecasting Manager, Investments Manager, Data Processing Coordinator, and Programmer Analyst, Procter & Gamble, Lima Perú / Deter Perú S.A. (1974-1976).

\* Prepared annual, biannual, and quinquennial operating financial forecasts and monthly updates. Conducted financial analysis for the planned merger of Deter Perú S.A., the local Procter & Gamble subsidiary, with Fábrica de Aceites San Jacinto S.A., a competitor. Designed and developed the automated Market Research Questionnaire Survey Analysis System (SURV01) in RPGII which was used by Procter & Gamble for many years in Perú, Venezuela, Puerto Rico, Spain, and Greece. Developed the Sales & Orders Subsystem of the Orders Shipping Billing System (OSB).

**EDUCATION:**

**CENTRUM Católica, Pontificia Universidad Católica del Perú**. (2006-to present. Participation temporarily suspended at my request).

Doctoral Program in Strategic Business Administration, DBA III.

**Maastricht School of Management**, The Netherlands. (2006-to present. Participation temporarily suspended at my request).

DoctoralProgram in Business Administration, DBA III.

Masters Student. Master of Philosophy.

**Tulane University School of Engineering**.New Orleans, LA. (1969-1973).

B.S. Engineering.Major in EE.

**Tulane Graduate School of Business Administration** (Now A. B. Freeman School of Business). New Orleans, LA. (1969-1973).

M.B.A. Electives in Operations Research, Data Processing Management, and International Business.

**Peruvian Naval Academy**. La Punta, Callao. Perú. (1964-1968).

B.S. in Engineering & Naval Science. Command Naval Officer Training Program. Top honors. Flag Bearer. Senior Member, Pistol and Rifle Team, 1968 South American Military Academy Champion. Director of “Revista Orto,” the Naval Academy Yearbook.

Note: Dates have been rounded.