

# XXXXXXXX X. XXXXX XXXXX

BUSINESS DEVELOPMENT MANAGER / DIRECTOR

Address  
Bogotá, Colombia  
+phone  
[email@address.domain](mailto:email@address.domain)

*Igniting business with uncommon vision. Empowering people with tools to make it happen.*

Executive thought leader who challenges the status quo, keeping what works and incorporating the best new ideas from team members, experts, and – most important – customers. Repeatedly exceed financial goals by tens of millions, aligning operations to meet today-s budget while paving the way for long-range growth.

**Senior manager** with commercial and operational expertise in **Infrastructure, Oil & Gas, and Power sectors**, with 16 years of overall experience in Engineering and Heavy and Civil Construction, developed in 4 different Latin American countries.

**International exposure experiences:** Colombia, Ecuador, Brazil and Chile, including professional network for these and other LATAM countries.

*Committed to add value to multinational construction companies through proven:*

- **Management** experience in Engineering, Business Development, Marketing, Administrative, Financial, Legal and Partnerships.
- Competence in establishing and manage cross-cultural professional relationships effectively, including relationships with partners, colleagues, public and private clients, investors, influencers, suppliers and all stakeholders involved in the business
- Capacity of **starting new operations from scratch**, capturing business opportunities and developing business plans, seeking to achieve profit, performance and market position growth, aligned with company's targets and policy.
- Capability in **business development**, including all steps of commercial opportunities: market research, business plan development, project financial & technical evaluation, RFP/RFT analysis, cost estimation & proposal coordination, awarding, contract negotiation and more.
- **Engineering background** build over experience in construction fields, construction cost estimates and tendering offers and proposals coordination, including operational experience and construction contract management.

## KEY SKILL SETS

Problem-solving  
Decision-making  
Result-oriented  
Risk-taking  
Challenge-oriented  
Project management  
Client management  
Team management  
Work under pressure  
Communication  
Conflict resolution  
Meeting deadlines

*Languages:* English,  
Portuguese, Spanish.

## PROFESSIONAL EXPERIENCE

**Company Name**, Colombia

**Apr 2014-Present**

### BUSINESS DEVELOPMENT INDEPENDENT CONSULTANT

*Developing businesses for multinational construction companies in Infrastructure, industrial and Real-estate sector, in Colombia, Ecuador and other LATAM countries.*

- Develop and strengthen customer confidence by develop a risk-controlled projects portfolio.
- Won stakeholders acceptance by engaging them in creation of the solutions.

**Company Name** – Colombia, Ecuador and Brazil

**Jun 2002-Mar 2014**

*Career Development:*

**BUSINESS DEVELOPMENT MANAGER**, Colombia branch | Dec 2012-Mar 2014

*Managed business development in Colombia in Civil Infrastructure and Power sectors and Run the local branch.*

*Key Achievements:*

- Developed, implemented and controlled annual branch budgets over US\$ X.X million.
- Developed implemented and controlled annual Business Plan seeking profitability, risk-control and market position.
- Legally represented the company and managed company brand marketing and political relationships.
- Influenced the company decision to participate in the biggest infrastructure program promoted by the Colombian government, valued at US\$ XX billion.
- Achieved company pre-qualification for Ecopetrol's Oil & Gas EPC projects, increasing company reputation and capturing new business opportunities for projects worth up to USD\$X billion.

*Managed "Transversal Libertador Fase II" construction project as a managing member of the Construction Management Board.*

*Key Achievements:*

- Set work priorities and clear expectations to/from operations team. Checked and reviewed, regularly, their performance and gave helpful feedback to enhance teamwork spirit and performance.

*Continue ...*

- Acquired engineering knowledge of operations personnel and technical staff.
- Proposed and implemented construction planning and schedule modifications to enhance production and troubleshoot process bottle-necks as they were identified.
- Controlled project budgets and expenditures and cash-flows.

**BUSINESS DEVELOPMENT MANAGER**, Ecuador branch | Feb 2010-Nov 2012

*Managed business development in Ecuador in Civil Infrastructure, Power and Oil & Gas sectors and Run the local branch.*

*Key Achievements:*

- Efficiently developed, implemented and controlled annual branch budgets over US\$ X.X million.
- Developed implemented and controlled annual Business Plan seeking profitability, risk-control and market position.
- Effectively managed HR, having hired and dismissed technical and professional staff.
- Managed legal, tax, commercial, political and other external consultants.
- Legally represented the company and managed company brand marketing, media communication and political relationships.
- Achieved, in a short period of time, to position the company as one of the major players for infrastructure projects in the country.
- Reached an efficiency of 25% in bid awarding (OAS's ratio was 10:1).
- Got awarded a US\$ XXX million infrastructure contract, having performed valuable pre-contract works that made possible to increase the contract up to US\$ XXX millions, without decreasing the expected profit.
- Captured new business opportunities by influencing the national government to getting funding from Brazilian Development Bank for major infrastructure projects.

*Performed management and commercial assistance to the “Multipropósito Baba” construction project implementation*

*Key Achievements:*

- Significantly improved construction operations and outcomes by solving commercial issues related to nonpayment, financial resources through Ministry and Client management.
- Performed valuable contract administration works for contract amendments for cope additions.

**BUSINESS DEVELOPMENT MANAGER**, Colombia and Ecuador branches | Mar 2009-Jan 2010

*Started business from scratch in both countries and run both branches.*

*Key Achievements:*

- Succeeded to start commercial operations in Colombia from scratch.
- Achieved, in a short period of time, to position the company as one of the major players for major infrastructure projects in Colombia, having participated on “Ruta del Sol” Project (US\$XXX million) and Hydroelectric project “El Quimbo” (US\$XXX million)

**PROPOSALS & BUSINESS DEVELOPMENT EXECUTIVE**, Brazil | Sep 2007-Feb 2009

*Responsible for cost estimation & proposals and for new business development at São Paulo / South area (private clients). Private Clients – Sao Paulo/South, Brazil.*

*Key Achievements:*

- Captured new business opportunities in industrial area, growing relationship with new potential clients.
- Performed cost estimation works and tender offers coordination.
- Negotiated bid offers with potential customers.

**COST ESTIMATION ENGINEER**, Brazil | Dec 2005-Aug 2007

*Responsible for cost estimation and proposals development at the centralized National/international Proposals Department.*

*Key Achievements:*

- Performed cost estimation works for infrastructure, industrial and commercial projects for a total amount of US\$ XXX million.
- Assigned by the supervisor to perform works for projects in Argentina, Ecuador and Chile.
- Performed construction schedule & planning (labor, equipment and materials).
- Coordinated teams of external consultants and associated companies, domestic and foreign.

**Construction Implemented Projects**

*Position:* **BUSINESS DEVELOPMENT MANAGER**  
*Employer:* XXX  
*Period:* Dec 2012-Mar 2014  
*Location:* Cauca, Colombia

*Project:* **“Transversal Libertador Fase II”**  
*Budget:* US\$ XXX million  
*Scope:* 52 km road improvement and construction

*Position:* **BUSINESS DEVELOPMENT MANAGER**  
*Employer:* XXX  
*Period:* Feb 2010-Nov 2012  
*Location:* Los Ríos, Ecuador

*Project:* **“Proyecto Multipropósito Baba”**  
*Budget:* US\$ XXX to XXX million  
*Scope:* Multipurpose project with Dams, dikes, spillway, channels and a 42MW hydro-power station

*Position:* **ENGINEERING PROJECT MANAGER**  
*Employer:* XXX  
*Period:* Jun 2002-Nov 2005  
*Location:* Maceió, AL, Brazil

*Project:* **Maceió International Airport**  
*Budget:* US\$ XXX  
*Scope:* 5.3 million passengers/year project. New Passenger Terminal, Aprons, new Passenger Terminal, new Aprons, Runaway & Taxiways expansion, Infrastructure, Approaching & Landing Systems, etc.

*Position:* **ENGINEERING PROJECT MANAGER**  
*Employer:* XXX  
*Period:* Jan 2001-May 2005  
*Location:* Recife, PE, Brazil

*Project:* **Recife International Airport**  
*Budget:* US\$ XXX  
*Scope:* 16.5 million passengers/year project. New Passenger Terminal, Aprons, Fuel distribution, Sewage waste collection & distribution, Parking Building.

*Position:* **ENGINEERING PROJECT COORDINATOR**  
*Employer:* XXX  
*Period:* Jun 1998-Dez 2000  
*Location:* Salvador, BA, Brazil

*Project:* **Salvador International Airport**  
*Budget:* US\$ XXX  
*Scope:* 13 million passengers/year project. Passenger terminal expansion, New cargo terminal, Industrial Area, Aprons, Runway & Taxiways expansion.

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**Professional Development**

- Project Finance: A mechanism of structuring and financing projects in Colombia** 2014
  - On-site course: School of Administration, Los Andes University, Bogotá, Colombia
- Financial evaluation of investment projects** 2014
  - On-site course: School of Economics – Universidad Nacional (UNAL) - Bogotá, Colombia.
- Infrastructure Development in Latin America** 2014
  - Congress presentation by CAF: Fitac XVI International Congress - Bogotá, Colombia.
- Infrastructure in Colombia: Opportunities and Challenges in Public Contracting** 2013
  - Seminar: Chamber of Commerce and Integration Brazil Colombia - Bogotá, Colombia
- 3rd Andean Infrastructure Summit** 2013
  - Seminar: BNamericas - Bogotá, Colombia.
- Project Management with PMBOK® (Course Certified by PMI)** 2006
  - On-site course: FIA - (“Fundação Instituto de Administração”), Sao Paulo, Brazil.

**Formal Education**

- Degree: M.Sc. Civil Engineering** [not finished | 7 semesters out of 10] **2008**  
**Anhembi Morumbi University** (Laureate International Universities Network), Sao Paulo, Brazil
- Degree: M.Sc. Architecture and Urbanism** **1995**  
**Universidad de Chile University**, Santiago, Chile

—————| **ASSOCIATIONS**

PMI Associate Member (ID: XXXXXXXX)