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## WORK EXPERIENCE

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- 2020-Today **Atexa**  
*Partner*  
Atexa supports digital transformation of companies applying technologies in a smart way. We support companies by understanding their processes, improving them, and finding automation opportunities to increase productivity using technologies such as Robotic process automation (RPA), digital workflow, and API integrations. We solve challenges in order and invoices integration, omnichannel initiatives, systems integrations, process improvement, in-store technologies and ecommerce.
- 2020-Today **Founder Institute**  
*Chile Country Co-Director*  
Founder Institute is an acceleration program from Silicon Valley to help early-stage startups through a cohort-based program heavily supported by mentors coming from other startups and investing firms. My main role is mentoring startups that are part of the program and supporting backoffice activities (platform configuration, sending alerts and reminders, reviewing deliverables by participants, providing feedback and solving any issues by communicating with Founder Institute HQ in San Francisco) and presenting the program to new applicants to show the benefits they can receive.
- 2018-Today **Startup Chile**  
*Mentor*  
I am a mentor and expert to help and select startups for the Startup Chile program. I also mentor startups that are participating in the program as part of an advisory board.
- 2017-2020 **Guante and Gacel Shoe Company**  
*Omnichannel Manager*  
Developed a new business unit starting from scratch to enable omnichannel capabilities in the company to start ecommerce sales, including the successful implementation of improvements in the distribution center to pick and pack ecommerce orders, store pickup and infinite aisle services. I led and developed a team to run the day-to-day of ecommerce, store and warehouse interactions and grow the channel. I also worked on running and improving customer support (I selected and implemented a ticketing system and all the processes to support it), develop and document all the processes that were required to properly service customers and deploy supporting technologies.
- 2015-2017 **Incuba UC - Pontificia Universidad Católica de Chile**  
*Manager of Incuba UC*  
Supervise and design all aspects of the university business incubator, including management of government funds supporting over 60 active entrepreneurs. Develop an internationalization program for startups including some soft-landing services to Silicon Valley, Mexico, and Colombia with partners in those countries.
- 2014 **Helsinki Institute for Information Technology (HIIT)**  
*Research Assistant / Thesis worker*  
Design of business model and research of required technologies for a new mobile parking service designed by HIIT. Master Thesis for graduation of EIT Digital
- 2011-2012 **Pontificia Universidad Católica de Chile**  
*UC-STVP Coordinator (Stanford)*  
Coordinate the agreement signed by Catholic University of Chile and Stanford Technology Ventures Program (STVP) from Stanford University, USA to generate entrepreneurship initiatives at the university and train teachers on venture creation methodologies.
- 2010-2012 **Ematris Ltda**  
*Part-time innovation consultant*  
Develop business plan, market research and business models for entrepreneurs. Research best practices on entrepreneurship teaching.

- 2007-2016      **Snowie Chile**  
*Founder*  
 Business that sells shaved ice machines and flavors from Snowie USA in Chile. We introduced and unknown product in the country and proposed some law changes to allow people to have their own Snowie businesses in an easier way. We had to run logistics from the factory in USA to Chile, calculate inventories to account for transit times, find customers, build the website and generate traffic with digital and traditional marketing, support and train our customers to prepare the product and all that is required to run a business.
- 2006 - 2010      **KR Consulting Ltda.**  
*Part-time Senior Business Intelligence Consultant*  
 Consulting in business intelligence, data warehousing, multi-dimensional cubes and data analysis for management.
- 2002 - 2004      **YX S.A.**  
*Technology development*  
 Research and development of technologies for building a network of Smart advertising screens updated using GSM networks in real-time for a spinoff the company was creating.

## TEACHING EXPERIENCE

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- 2017-Today      **Pontificia Universidad Católica de Chile**  
**Engineering School**  
 Teacher course *ING2030 Research, Innovation and Entrepreneurship*  
 (semester 1-2017, 2-2017, 2-2018, 2-2019, 2-2020, 2-2021, 2-2022)
- Pontificia Universidad Católica de Chile**  
**Management School**  
 Teacher course *Fundamentals of entrepreneurship and innovation*  
 (semester 2-2017, 2-2018, 2-2019, 2-2020, 2-2021)
- Pontificia Universidad Católica de Chile**  
**Management School**  
 Teacher course *Creation of new companies*  
 (semester 2-2022, 1-2023, 2-2023)
- 2015-Today      **Pontificia Universidad Católica de Chile**  
**Master and diploma of Innovation**  
 Teacher course *Technology Entrepreneurship*  
 (semester 2-2015, 2-2016, 2-2017, 2-2018, 2-2019, 1-2021, 2-2022)
- Teacher online course *Teams for startup growth*  
 (semester 2-2019, 2-2020, 2-2021, 1-2022, 1-2023)

## EDUCATION

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- 2021              **ConsenSys Academy**  
**Blockchain Developer Bootcamp 2020**  
*Certified Ethereum Developer*  
 Development of Smart contracts using Ethereum blockchain and Solidity
- 2012-2014      **Eindhoven University of Technology, Netherlands (TU/e) and**  
**Aalto University, Finland**  
 EIT Digital M. Sc. Computer Science (Service Design track)  
*Master's in computer science and innovation in service business that includes topics such as entrepreneurship, service business blueprinting and design, process mining, software development practices, programming, machine learning, management, among others.*
- 2012-2013      **Eindhoven University of Technology, Netherlands (TU/e)**  
**Brabant Center of Entrepreneurship**  
 Certificate of entrepreneurship  
*Additional program to deepen knowledge in entrepreneurship with optional courses including soft skills workshops, and working with a startup that was a spinoff of the university with support from external mentors.*
- 2011              **Founder Institute Santiago**  
 Graduate of the program in Santiago, Chile
- 2010              **Stanford University**  
**Stanford Technology Ventures Program**  
*1 week training in innovation and entrepreneurship best practices for Catholic University teachers.*

2001-2008

**Pontificia Universidad Católica de Chile  
Engineering School**

Civil Industrial Engineer with specialization in Information Technologies

ADDITIONAL INFORMATION

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- Nationality: *Chile and France (Passport of both countries)*
- Languages: *English advanced spoken and written, (TOEIC Certificate 970 points Level 3+  
TOEFL iBT 114/120)*  
*German basic spoken and written*  
*French basic spoken*  
*Spanish native speaker*
- Other: *Private aircraft pilot*