

JAVIER GALDAMES

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WORK EXPERIENCE

GRUPO CONSORCIO

Corporate Strategy and Products Manager

Santiago, Chile

Jan'20 – present

- Managing Corporate Strategy and Products team (+25 people) working on client segmentation, strategic projects evaluation, joint ventures, value proposition and product development, in both banks and insurance divisions.

MATRIX CONSULTING

Associate Consultant

Santiago, Chile

Nov'18 – Dic'19

- Worked in Strategy and Operations within several industries: real estate, retail, media, ONG, wineries and mining.
- Managed client relationships, internal stakeholders updates, and team development.

APPLE INC

Supply and Demand Planner, World Wide Sales and Operations

Cupertino, U.S.

Jul'16 – Oct'18

- Developed end-to-end planning for three different products (iPhone). Successfully created weekly supply plans across all factories, balancing regional demands and material constraints. Weekly communication with regional teams in Asia, Europe and Americas.
- Decreased the time invested on a weekly logistics process output, from 9 to 2 hours.

INVERSIONES LA CONSTRUCCIÓN

Corporate Development Deputy Manager

Santiago, Chile

Jun'12 – Jun'14

- Evaluated new businesses and joint ventures. Created new Product Development Division in VidaCamara a subsidiary of ILC.
- Worked in the required commercial, legal and financial document creation for one of the largest IPO in Chilean history at \$468M. Promoted deal among prospective construction guild investors that own ILC, achieving 35% of participation in final bid.

EMPRESAS COPEC

Corporate Development Engineer

Santiago, Chile

Aug'09 – May'12

- Participated in the creation of commercial contracts and project evaluation of a natural gas power generation business with the main oil refinery in Chile, a \$300M investment that included an EPC bidding process and negotiation of project term sheet.
- Performed 10+ project evaluations and studies in the electricity market of Chile and LatAm, including solar, wind, hydro, and managed a marginal cost forecast model to determine energy spot prices.

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business and Administration Graduate, Major in Finance

Philadelphia, U.S.

Aug'14 – May'16

- Consultant for Global Consulting Practicum in Australia, International Volunteer Program in Kenya and Small Business Development Center in Philadelphia.
- Club leaderships: Data & Analytics and Whalasa (Admissions). VP of Content, MBA Chile 2016 conference.
- Teaching Assistant (TA): MGMT 251 Consulting for Growth Companies, MGMT 731 Technology Strategy.

ECONOMICS INSTITUTE, PONTIFICIA UNIVERSIDAD CATOLICA DE CHILE

Master of Science in Economics, Major in Industrial Organization, with honors.

Santiago, Chile

Aug'08 – Aug'09

- TA: three MBA (Marketing, and Microeconomics) and ten undergraduate courses (New Venture Creation, Econometrics, Microeconomics, Business Management and Strategy, Law and Strategy, among others)

ADMINISTRATION AND ECONOMICS, PONTIFICIA UNIVERSIDAD CATOLICA DE CHILE

Bachelor of Science in Business and Administration, Major in Administration, with honors.

Santiago, Chile

Mar'03 – Aug'08

BUSINESS AND ADMINISTRATION, ADOLFO IBAÑEZ UNIVERSITY

Certificate in Venture Capital

Santiago, Chile

Nov'20 – Jun'21

ADDITIONAL INFORMATION

- **Interests:** Tennis player and avid reader (at least two books per month).
- **Skills:** Advanced Excel and PowerPoint. Website creation with Wordpress. Basic proficiency in R.
- **Extracurricular Positions:**
 - Adjunct Professor. New Venture Creation (2020 – present). Introduction to Economics, Universidad Católica de Chile and Universidad de Los Andes (2010 - 2013)
 - Mentor PymeUC, RedMentores Chile, EnlaceUC and Centro Innovación UC.
- **Languages:** Native speaker of Spanish