



**CLAUDIO GUZMÁN**  
**[cguzmaca@uc.cl](mailto:cguzmaca@uc.cl)**

**I. EDUCATION**

- Executive MBA, Business Administration and Management, Pontificia universidad Católica de Chile. 2021-2022
- Commercial Engineering, Major in Business Administration Pontificia Universidad Católica de Chile. 1995- 2000

**II. ACADEMIC POSITIONS**

- Director of Corporate Development, School of Management, Pontificia Universidad Católica de Chile. 2022- To date
- Assistant Professor of the Practice, School of Management, Pontificia Universidad Católica de Chile. 2020 – To date
- Part time Professor, School of Management, Pontificia Universidad Católica de Chile. 2011 – 2014

**III. AREA OF SPECIALIZATION AND MAIN COURSES**

- Area: Marketing and eCommerce and Digital Marketing.
- Main Courses: Markets I, Retail and Shopper Understanding, Strategic Sales Management, International Business.
- UC “eBusiness” Program Director
- UC “Competences for Commercial Directors” Diploma Director

**IV. PROFESSIONAL EXPERIENCE**

- DELCO FOODS, Founding Partner and Executive Director 2020 – To date
- NESTLE CHILE, Marketing and Trade Marketing Manager SAVORY ICECREAM 2017 – 2019
- NESTLE WATERS (PARIS HQ), Global Commercial Director 2014 – 2017
- AGUAS CCU-NESTLE SA., Business Development Manager 2011 – 2014
- NESTLE CHILE SA., Business Development Manager 2008 – 2010
- FREUDENBERG HOME PRODUCTS LTDA., National Sales Manager 2004 – 2008
- 3M CHILE SA., Product Manager and Head of Sales Office and Health Care Channel 2000 – 2004

**V. OTHER RELEVANT POSITIONS AND ACTIVITIES**

Conference Speaker:



- “Omni-shopper International Retail conference” (París, Nov 2016)
- “Executing Shopper Insights Conference” (London, Feb 2017)

Entrepreneurship programs:

- Impulso Chileno an initiative by Fundación Luksic that provides funding, training, and personalized mentoring to entrepreneurs, 2022 to date
- Pyme UC an initiative by BCI Bank that provides funding, training, and personalized mentoring to entrepreneurs, 2022 to date

Consulting

- Cial Alimentos, Commercial Opportunities in Food Service, 2024.
- Green Beats, Consumer Company, 2021.

**VI. ADDITIONAL STUDIES**

- “Digital Strategies for Business”, Columbia University. 2020
- “Advantage Sales and Marketing”. Rive Reine Nestle, Switzerland. 2017
- “Innovation Diploma”. Universidad Adolfo Ibáñez. 2012
- “Ontological Coach”. Pontificia Universidad Católica de Chile. 2011
- “Category Development Program”. Walmart, Bentonville. 2009
- “Leadership and Change Management”. ESE Universidad Los Andes 2008
- “Advance Negotiation”. Harvard Business School. 2002