


# Alberto Nichols PhD.

Senior Consultant in Information Technology and Communications.


Associate professor with multinational experience.


Extensive experience in General Management, Marketing and Sales


 Temístocles 235, Int 301  
Colonia Polanco, México DF, México

 [anicholsven@yahoo.com](mailto:anicholsven@yahoo.com)  
[www.branded.me/ANichols](http://www.branded.me/ANichols)

 Venezolano

 Calle T, Res. Naomi, Int 7-2  
Urb. La Alameda, Caracas- Venezuela

 +58 414 155 73 89  
+52 1 55 55020939 / +1 786 4419315

 Skype: Anicholsven  
Twitter: @AugustoNichols

Entrepreneur, Consultant and Professor with more than 25 years of experience in the direction of business, academic and consulting projects, focused on Strategic Planning, Information Technology Management, Process Optimization, and Business Incubator Entrepreneurship in Technology and Communications. Academic experience in Universities of North America and Latin America, with proven success after the publication of various research papers, and the direction of more than 50 dissertation thesis works at undergraduate, master's and doctoral levels. Corporate legacy and corporate experience after performing more than 8 senior management and corporate management positions. Advisor to the World Bank in Technology and currently consultant for special projects in Caracas and Miami.



## EDUCATION:

Doctorate (PhD) in Business Administration. Warren University, Wyoming, USA. October 2003-December 2008. Greater concentration area, Multinational Companies. Lower concentration area: Marketing. The Doctorate is done completely at a distance and includes courses in: Business Evaluation, Strategic Marketing, Project Control, Organizational Behavior and a Dissertation Thesis.

Masters of Business Administration. University of San Francisco, California, USA. July 1978-July 1980. Greater concentration area, Finance. Lowest concentration area: International Trade. The MBA program includes courses in: Finance, General Management, Marketing, International Trade and Management Sciences.

Bachelor Degree in Computing Science. Central University of Venezuela. Caracas Venezuela. September 1969-September 1977. Area of Concentration: Information Systems. The degree includes courses in: Computer Languages, Data Processing, Mathematical Models, Calculus, Numerical Analysis, Statistics and Systems Analysis.



## PROFESSIONAL EXPERIENCE:

QUN INTEGRADORES DE SISTEMAS: Chief Executive Officer. Caracas, Venezuela/ Miami, EEUU. 2001- Present

Director of business management, strategic planning, marketing and sales of information technology and communications products and services (ITC's). Emphasis on project management, innovation, entrepreneurship, process optimization and international business, covering the development of solutions and value propositions, for systems integration and application of technology to obtain customers competitive advantages with coverage in the Americas. Main customers: World Bank, Ministry of Planning of Venezuela, Petróleos de Venezuela (PDVSA).

INTERGRAPH SERVICIOS DE VENEZUELA: Regional Director / Country Manager. Caracas, Venezuela, 1996- 2001

General Director of the operation and management of the company. Responsible for strategic planning, marketing and the business plan monitoring. Creation of new distribution channels, and design/implementation of new market penetration strategies. Liason with businessmen and high level customers in Latin America. Main accounts / customers: Fluor Daniels, Parsons, Inelectra and Tecnoconsult. (Engineering Consultants).

SYBASE DE VENEZUELA, General Manager. Caracas, Venezuela, 1990-1995

General Management for all the company functions including international negotiations, development and approval of marketing and commercialization company strategies and full customer management in Venezuela and Colombia.

XEROX DE VENEZUELA – Marketing Manager. Caracas, Venezuela. 1981-1990

Leadership in sales and marketing management. Responsible for the promotion and marketing of all product lines of the company's portfolio.



## ACADEMIC EXPERIENCE:

Graduate Studies Coordinator: Universidad Central de Venezuela, Caracas, Venezuela.

Science Faculty, Computing School, Graduate Program in Information Systems/Management. December 2006 - March 2016

- Responsible for all the coordination functions including the planning of the professors workload each semester, updating of the curriculum, professor's, and student selection cohorts, operation results review, establishment and review of management performance indicators. Member of the Professors Graduate Committee.

Professor: Universidad De Oriente de Venezuela, Caracas, Venezuela

Engineering Faculty. Materials School, Materials Doctorate Program. July 2012 - Present

- Responsible for preparing and teaching the course: Decision Making and Information Systems. The course involves general concepts of Management, Project Control, Leadership, Companies Planning and Control. Methodologies Development, Technology Research, Innovation.

Professor: Universidad Central de Venezuela, Caracas, Venezuela.

Science Faculty, Computing School, Graduate Program in Information Systems/Management. September 1995-March 2016

- Responsible for preparing and teaching; IT Management, Strategic Planning, Entrepreneurship, Dissertation Thesis Workshops I and II. Methodologies Development, Technology Research, Innovation, Tutoring Thesis at Specialization, Master and Doctorate levels

Professor: University of San Francisco, California, EEUU

Mac Laren Business School, MBA Graduate Program. July 1992 – August 1992

- Responsible for preparing and teaching the course: Business Management which include Management concepts, Project Management, Leadership, Companies Planning and Control. Methodologies Development, Technology Research, Innovation.

Professor: Universidad Simón Bolívar, Caracas, Venezuela

Engineering Faculty, Physics and Mathematics School, Processes and Systems Dept. April 1986 - April 1987

- Responsible for preparing and teaching the courses: Information Systems I and II, involving general concepts of Information Systems, Methodologies, Systems Architecture, Technological Platforms.

Profesor: Universidad Central de Venezuela, Caracas, Venezuela

Economic and Social Sciences Faculty, Administration and Accounting School, Bachelor Program. March 1986 - July 1986

- Responsible for preparing and Teaching the course: Computation II, The course involves general concepts of Information Systems, Methodologies, Systems Architecture, Technology Platforms.



## RESEARCH EXPERIENCE:

Science Faculty, Computing School, Graduate Program in Information Systems & Management.

Project Director in:

- Libertador Municipality Project Consultancy in the Geographical Information System (GIS) development & implementation for the cadastral Direction, from 2008 to 2011.
- Social Development & Health Minister Consultancy in the Telemedicine development & implementation for the Health direction, from 2007 to 2009.
- Instituto Cartográfico Venezuela Simón Bolívar Project: Consultancy in the acquisition and implementation of all process, equipment, software, training and support of Photogrametric work, This was a World bank Project, from 2004 to 2009.



## PUBLICATIONS:

Papers: In Conjunction with Dra. Yusneyi Carballo Barrera

- Methamodel for Business Incubation Process: component conceptual and ontological model. IV Simposio Científico y Tecnológico en Computación / SCTC 2016 / ISBN: 978-980-12-8407-9. Universidad Central de Venezuela, Caracas, Venezuela May 09-11, 2016.
- Methamodelo of the Business Incubation Process. IV Simposio Científico y Tecnológico en Computación / SCTC 2016 / ISBN: 978-980-12-8407-9. Universidad Central de Venezuela, Caracas, Venezuela May 09-11, 2016.

- Methamodel for Business Incubation Process: Phases Specification Component, Requirements According to FURPS+ model & Product Criteria Conferencia Nacional de Computación, Informática y Sistemas; Ventana Informatica [ISSN 0123-9678].Magazine Manizales University 2016.

### **Books:**

- Spanish Book: Incubadoras de Empresas Un Modelo De Negocios Valido en América Latina, Lambert Academic Publishing GmbH Co. KG. Caracas, 2016.
- English Book: Business Incubators An Effective Business Model in Latin America, LAP Lambert Academic Publishing GmbH & Co. KG. EEUU, 2016.



### **CONFERENCES:**

- Technology Management in Changing Times: Creativity & Innovation Success Critical factors in Changing Times. March 2014, Caracas, Venezuela.
- Business Incubators An Effective Business Model in Latin America Mayo 2008. Infociencias Seminars 2008 Caracas, Venezuela.



### **MERITS / SKILLS:**

Tutor in more than 50 undergraduate theses at the undergraduate, specialization, masters and doctorate levels.

- Assistance to more than 35 professional courses and webinars.
- Companies Transformation, growth & diversification strategies.
- Strategic and analytical thinking, customer oriented, change management, solutions sale and systems integration.
- Ability to handle highly complex multifunction projects.
- Trainer of work groups, motivator, visionary, innovator, entrepreneur, communicator, committed to quality management.
- Member of the following associations:
  - VenAmCham. From 1987
  - M.B.A. Association U.S.F. From 1979
  - International Business Incubation Association. From 2007
  - Central University of Venezuela Professors Association From 2002



### **LANGUAGES:**

Spanish (Native)  
English (Advance)