



**LANGUAGES:** Spanish, English, German

**ACADEMIC EXPERIENCE**

2018

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2008



Professor  
Simon Bolivar University (VE)



Professor  
UCAB University (VE)



Professor  
Monteavila University (VE)

**EDUCATION**



Ph.D. Social Sciences  
Simon Bolivar University (VE)



M.Sc. Technology Management  
Simon Bolivar University (VE)



B.Sc. Business Administration  
Boston University (US)

**CONTINUING EDUCATION**



Advanced Management  
Programme, INSEAD (FR)



Invited Professors Programme  
IESA Business School (VE)

**SOFTWARE SKILLS**



Moodle



Blackboard



ATLAS.ti



NVivo



Office



Project

**PUBLICATIONS**

Knowledge Management in graduate programs: a prescriptive model. Pixel-Bit, Education & Media, 2019

Prescriptive model for Knowledge Management in doctoral programs, Interciencia, 2017

Towards a Knowledge Management model for Social Sciences doctorates. Thinking Times in Social Research, CLACSO, 2015

**In peer-review**

The human factor in exploratory projects: elements for cooperation in work teams

Communication in the classroom: the rhetoric in contemporary teaching

**ACADEMIC HIGHLIGHTS**

Ph.D. Summa Cum Laude. First place among 47 graduating class of March 2018

Research grant, Deanship of Research, Simon Bolivar University

Reviewer, Knowledge Management Research & Practice, Palgrave Macmillan






**COURSES TAUGHT**

Knowledge Management and Human Capital  
Knowledge, Technology & Innovation  
Project Management  
Managerial Economics  
Projects Finance

## PROFESSIONAL CAREER

Former CFO at Siemens (VE) Telecom Division. Skilled in talent acquisition & development. Multiculturally-aware leadership, forged at Telecom, IT and industrial companies in Germany, Spain and Venezuela.




### EXPERIENCE

- 2019
-  Consultant, Tech, Media & Telecom  
Gerson Lehrman Group (US)
-  Programme Director & CSO  
National IT Center (VE)
-  Managing Director, Mindscape (ES)
-  Managing Director, Direct Telecom (ES)
- 2000  Operations Director, Interxion (ES)







### CAREER HIGHLIGHTS

- Advises USA/UK equity research firms on technology, media & telecommunications
- Led a group of PMOs that delivered 49 ICT projects, global value € 160 million
- Repositioned for sales of higher-margin SW development projects (ERP/CRM)
- Went from 1.7K subscribers to over 20K in 3.5 years, using a mixed-media campaign
- Delivered a €17 million, carrier-neutral, colocation data centre in 18 months

### TRAINING

-  Web Design Master  
Adobe Systems (US)
-  Advanced Marketing Programme,  
IESA Business School (VE)
-  International Management, M.I.T.
-  Management Development  
Internship, Siemens AG (DE)

### SW SKILLS

-  Windows 10
-  Office
-  Google Analytics
-  Google Ads
-  Project
-  GNU/Linux

### SKILLS

#### Soft

- Applying critical thinking
- Deconstructing complexity
- Creating solutions
- Navigating ambiguity
- Respecting others
- Defusing conflicts

#### Hard

- Project Management
- Operations Management
- Technology Management
- Strategy, P&L
- Digital Marketing
- Business Development
- Account Management
- Talent Acquisition & Development
- Diverse Workforce Leadership
- Change Management
- Knowledge Management