Seasoned international C-level executive with successful experience in Mexico, U.S., Europe, and South America. Totally Bilingual (Spanish-English). Emphasis on developing and delivering profitable business plans. Experience in start-up, turnaround, restructuring; finance; HSE; renewable energy; profitable large government programs; and strategic planning/execution. Focus on profitable business plan development and achievement. Proven results in leading flexible high-performance teams over remote geographical areas in compliance with corporate standards and policies.

Experience in flexible virtual office operations, using remote communications tools such as: **Video:** Microsoft Teams, ZOOM, Skype, Go-to-Meeting; **IM**: WhatsApp, Google Chat. **Microsoft Office**: LinkedIn Certifications: Office 365, Word, PowerPoint, Excel, OneNote, Visio. **File Share:** Dropbox, OneDrive, Google Drive. Available for temporary or permanent assignments. Available for frequent and/or prolonged travel domestic and international.

Among positions at Board of Director level: NAFTA Advisory Board; Chairman, Mexico Trade Office within the Office of the President of Mexico and Secretary of Economy; Chairman, ANIERM (Mexican National Association of Importers and Exporters); Member, BOD: Mexican Foreign Trade Bank (BANCOMEXT); CONCAMIN (Mexican National Manufacturers’ Association); and American Benevolent Society of Mexico.

### PROFESSIONAL EXPERIENCE

# Recycled Energy Corporation (Orange County, CA) 2008 to Date

# *Vice President: HSE and Security*

Total HSE installation and operation for a renewable energy plant in Europe

Selection and management of fire prevention and management systems

Design and implementation of Emergency Management Systems (“EMS”)

Design and management of high-level security systems for both installations and fuel storage/transport

# Grupo Soluciones Tácticas, S.C. / Independent Consultant (Mexico City)

# *Managing Partner* 2002 to date

Founded Grupo Soluciones Tácticas, S.C. Consulting for: restructuring/turnarounds; re-engineering; management, operational and profitability improvements; renewable energy; business and market development; private investment and energy feasibility studies; government affairs and strategy; and dispute resolution. Also, how to leverage Mexico’s international trade agreements, including USMCA & NAFTA, European Union (EU), and MERCOSUR/ALADI; orientation about Mexican and Latin American business and investment conditions. **Major Projects Summary**:

* Trained by Cogent Analytics as a Project Director (2022)
* Founder and Principal of Altimus Oil & Gas Services, LLC, Houston, TX (2015-2019).
* Director of Institutional Affairs and Compliance Officer for Goldberg-Zogovic Financial Services (2016-2019)
* Restructured Mexican Public Radio’s Cost Structure (IMER: Instituto Mexicano de la Radio)
* Restructured COQUISA, achieving a 20% annual profit increase. (COQUISA is a leading Mexican resin producer.)

# Polaroid de México, S.A. 1986 to 2002

*Advisor to the Board of Directors* 2001 to 2002

* Managed and maintained government contracts and relations, including the Mexico National I.D. program (I.F.E. Voter Card), the largest such government program in the world. Represented company at trade associations, including: Chairman of AMIFOT (Mexican Photographic Manufacturers’ Association); Board Member of CONCAMIN (Mexican National Manufacturers’ Association); member, COMCE (Mexican Foreign Trade & Technology Council); and Board Member, ANIERM (Mexican National Association of Importers & Exporters).

*Managing Director (C.E.O.)* **1988 to 2001**

* Company co-founder. Hired, developed, led staff of 1400-plus union and non-union employees.
* Negotiated, bid, obtained, and retained the Mexican National Voter ID Contract: largest such high-security ID program worldwide. Largest contract in the history of Polaroid Corporation. This product platform created a new international division with worldwide annual sales exceeding US$300 million. Among others, includes the current Texas and California Driver’s Licenses.
* In collaboration with industrial trade associations and the Mexican Federal Government (Economy Ministry), assisted in the negotiation of international trade agreements generating corporate duty savings in excess of $25 Million over 5-year period. This included: NAFTA, European Union (EU), MERCOSUR, ALADI, and Japan.
* In-depth experience in union negotiations and union relations. Negotiated pay-for-performance union contracts.
* Implemented Polaroid’s first Consumer Product, CRM, and MRP/ERP structures in Latin America.
* Planned, established, and led the first Polaroid instant film plant outside the U.S. and Europe. Innovated new manufacturing, labor efficiency, and logistics programs. Led Six Sigma implementation. The largest Polaroid film plant of its type worldwide.
* Participated on Polaroid’s Business & Trade Development Board throughout Central and South America.

## *Financial & Administrative Director (CFO/COO)* 1986 to 1988

* Directed feasibility study for establishing Mexican operations including manufacturing. When approved by the Corporate Board of Directors, then negotiated and procured Federal, State, and Municipal government permits while implementing internal systems, controls, staffing, and policies.
* Negotiated with and obtained special authorization from both Federal and State authorities to charter a 100% foreign-owned U.S. subsidiary. First such permit granted in Mexico in almost 15 years.
* Negotiated and signed with the CTM union to implement the first pay-for-knowledge union contract in Queretaro state; one of the first in Mexico and Latin America.
* Financed plant construction through a Federal Debt-Equity Swap requiring negotiation with, and approval of, the Mexican Federal Finance Ministry (Hacienda). Reduced budgeted building cost by 40% and building time by 3 months.

## ACADEMIC BACKGROUND

# University of Texas at Austin

MBA (Finance & Marketing) Austin, Texas

**Columbia Southern University** Orange Beach, Alabama

MS (Occupational Safety and Health)

# University of Texas at Austin

BA (Government /Pre-Law) Austin, Texas

**PERSONAL**

Fully bilingual English/Spanish (ACTFL Certified). Practical understanding of Portuguese and basic French. Basic spoken social German, Italian and Polish.

Private Ocean Yacht Captain’s Certificate (STCW/10 Rule VI).