

Curriculum Vitae

PERSONAL INFORMATION

Name: Rodrigo Hormazábal Lama

Place and date of birth: Concepción, August 11th, 1977 (Chile)

Nationality: Chilean

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PROFILE

Business Administrator and Master's Degree in Economic Development and International Cooperation. Specialized in Private Sector Development, Rural Development, and Decentralization and Public Sector Management. Especially in the strength of the public-private partnership, development, and promotion of clusters, value chain analysis, development project's identification, design, monitoring and evaluation, participatory planning, and several methodologies and tools to foster local economies development. Good knowledge of Enterprise Resource Planning tools.

Extensive experience in training for NGOs and at the university level in International Cooperation, Project Cycle Management, and UE projects.

Professional experience in Spain, Chile, Argentina, Bolivia, Colombia, Nicaragua, Guatemala, Honduras, El Salvador, Guinea Bissau, Angola, Kenya, Vietnam, Cambodia, Bangladesh, Kurdistan, Lebanon and the Philippines.

EDUCATION

09/06 – 07/07: Master program in Development Economics and International Cooperation (MESCI) at Università degli studi di Roma "Tor Vergata", Faculty of Economics (CEIS Centre of International Studies).

03/97 – 12/02: Bachelor of Science in Business Administration and Professional Degree of Business Administrator at Universidad de Concepción, Chile.

PROFESSIONAL EXPERIENCE

10/19 – Present: Visiting Professor. IMF Business School. Madrid Spain.

Responsible for teaching the Sustainability and Project Financing modules and the Economic and Financial Project Management: Verification and Control Tools, within the framework of the Project Management Expert course, organized every year for the Spanish Autism Federation.

09/16 - Present: Visiting professor. Università degli studi di Roma "Tor Vergata". Rome. Italy.

Responsible for delivering the sub-module "Development Cycle Management and Planning" that is part of the module "Project and Program Implementation and Evaluation". The course covers the principles of development cooperation project management, as well as the role played by international organizations (World Bank, IMF, etc.).

06/15 – Present: *CEO at WAP Consulting Group. Head of Business Development and Consultant specialized in Territorial Development and Public-Private Partnerships. WAP Consulting Group. Madrid.*

Founding partner of WAP Consulting, a consulting company focused on international cooperation projects for development and social intervention, specializing in territorial development, innovation, and project management.

06/14 – 06/15: *Project Coordinator. Ayuda en Acción Foundation. Madrid, Spain. (12 months)*

Responsible for projects in Central America and Bolivia. Identification, formulation, and monitoring of projects co-financed by multilateral donors (EU, IDB, World Bank, etc.), Cooperation Agencies, decentralized cooperation, and private funds. Among them; (i) DEVCO “Project for the promotion of equality relations between women and men through the innovative use of art and ICTs. Nicaragua, and (ii) DIPECHO IX Central America: Local perspectives, global changes: from the local to the global in Disaster Risk Reduction in Central America (ECHO).

05/13 – 06/14: *Project Director. Fundación Desarrollo Sostenido FUNDESOS. Madrid, Spain. (12 months)*

Responsible for the Project Department. Among specific responsibilities are Project formulation, technical and economic monitoring of projects. Identification of potential partners and new projects. Representation to other organizations and public and private agencies in Madrid, in the rest of Spain, or abroad. Responsible for staff training and expatriate selection process.

11/12 – 04/13: *Country Coordinator. NGO RESCATE Internacional. Kuito, Angola. (5 months)*

Responsible for coordinating and managing the portfolio of projects in the country (public/private projects and programs with the Spanish Agency for International Development Cooperation, AECID) and the institutional representation to public and private partners. Identification of potential partners and new projects. Facilitation of training workshops, consulting, and technical assistance to local partners and coordination and monitoring of the team of the delegation. Also responsible for supervising administrative and financial aspects of the delegation.

02/12 – 11/12: *Responsible for the Quality and Strategic Planning Unit. CODESPA Foundation. Madrid, Spain. (9 months)*

Development of appropriate plans to improve quality and coordination of the various departments and administrative units at the Foundation, and to contribute to set plans and enhance collaboration between headquarters and international delegations.

Contribute to the new Strategic Plan to the preparation of plans related to the internationalisation of CODESPA.

04/11 – 01/12: *Responsible for the implementation of a management control system. CODESPA Foundation. Madrid, Spain. (10 months)*

Redesign, adjust, and implementation of economic and financial control and management system, including process reengineering, define procedures and accounting. Responsible for implementing the ERP Navision and the new corporate Intranet, including workflows

according to the model previously designed. Also, duties related to coordination and management within the Project Department.

06/10 – 03/11: *Country Representative*. CODESPA Foundation. Manila, the Philippines. (10 months)

Responsible for coordinating and managing the portfolio of projects in the country (public/private projects and programs with the Spanish Agency for International Development Cooperation, AECID) and the institutional representation to public and private partners. Identification of potential partners and new projects. Facilitation of training workshops, consulting, and technical assistance to local partners and coordination and monitoring of the team of the delegation. Also responsible for supervising administrative and financial aspects of the delegation.

02/08 – 05/10: *Project Director*. AIDA Aid, Exchange and Development Association. Madrid, Spain. (29 months)

Responsible for the Project Department. Among specific responsibilities are: Project formulation, technical and economic monitoring of projects, integrated logistics of AIDA projects along with the rest of the team, AIDA representation to other organizations and public and private agencies in Madrid, in the rest of Spain or abroad. Besides being responsible for staff training and expatriate selection process.

01/05 – 09/06: *International Consultant*. GTZ - German Technical Cooperation Agency, Chile. (21 months)

I was in charge of the Local Economic Development Unit of the Programme Region Activa (Decentralization and Regional and Local Development) in Aysén (Patagonia).

Responsible for providing support to Chilean government programs concerned with the development of territories through local empowerment, public-private partnership, human development, and capacity building. Some of my tasks: I facilitated and organized workshops, systematization of good practices, elaboration of training materials, moderation of meetings, implementation of participatory methodologies, project evaluation, among others.

08/03 – 12/04: *Executive Manager*, Tourism and Commerce Chamber of Chile Chico, Chilean Patagonia. Chile. (16 months)

I was responsible to design and bid a project for the Chilean Technical Cooperation Service to strengthen the organization. My tasks were: financial management of the project, mobilize resources, create and manage partnerships with privates and public counterparts, promotion of the activities of the organization, management tasks, strategic planning, monitor project progress, evaluate project success, and report to both donors and stakeholders.

08/03 – 12/04: *Technical Advisor*, Scouts Consultores Ltda. Chile. (16 months)

I worked as a technical advisor and monitor in two programs: “Entrepreneurship promotion for women” and “Local Economic Development” in Chile Chico. My tasks were: Strengthen entrepreneurs skills to enhance business development, providing technical support in areas like administration, finance, marketing, costs management, communication skills, information management, and leadership.

06-08/03 – 08-10/04: *Consultant*, National Institute of Agropecuarial Development – Woman Development Programme, Chilean Patagonia. Chile. (4 months)

I was responsible for the project "Management and Entrepreneurship skills for Women in the rural sector in Chile Chico". My tasks were: Strengthen entrepreneur's skills to enhance business development providing technical support in areas like administration, finance, marketing, costs management, and communication skills.

Postgraduate Certificates

08/16 – 09/16: "Humanitarian Response to Conflict and Disaster". Harvard Humanitarian Initiative and HarvardX.

08/16 – 09/16: "Geopolítica y gobernanza global: riesgos y oportunidades". ESADE Business and Law School en Coursera.

01/13 – 03/13: African Economic Outlook. UNITAR E-learning course.

01/12 – 03/12: Cooperative management. Avanza training services (On-line).

11/05 – 09/06: awarded Certificate on Local Development (on-line DELNET Programme) by ILO's International Training Centre. Final project selected for the ILO's project database.

03/06 – 05/06: awarded Certificate in Analysis and Management of Social Networks at the Universidad Bolivariana de Chile. (On-line course).

05/05 – 08/05: awarded Certificates in "Project Management" and "Organizational Development", On-line courses at the Universidad Católica de Chile.

06/03 – 06/04: awarded Postgraduate Certificate in "Local Economic Development", Iplacex Institute. Chile.

Professional development workshops and training:

01/05: Workshop in "Moderation and Negotiation tools" for international cooperation, GTZ (Chile).

12/04: Workshop in "PACA Methodology" (Participatory Appraisal Competitive Advantage), GTZ – Mesopartner Consultants (Chile).

11/04: "International Seminar in Territorial Economic Development", GTZ – Regional Government Bío Bío (Chile).

09-12/03: School of Leadership and Entrepreneurship for the communitarian development of Chile Chico, Impulsa Foundation (Chile).

PUBLICATIONS AND RESEARCH WORKS

Research and preparation of 9 reports on child labor (567 pages) for the Ibero-American Social Security Organization (OISS), within the framework of the IV World Conference on Child Labor.

Research and preparation of 16 reports on the work system and the pension system in Ibero-America for the Ibero-American Social Security Organization (OISS).

Research and preparation of 8 reports on employment policies in the face of the challenge of globalization (224 pages) for IE Business School.

Research and preparation of 45 reports on employment and gender, disability and prevention in Ibero-America (1,694 pages) for the Ibero-American Social Security Organization (OISS).

Research and preparation of 17 reports on youth employment and social protection of youth in Ibero-America (636 pages) for the Ibero-American Social Security Organization (OISS).

Hormazábal R., Marteles S., "*Paca*" *Acción Participativa para la competitividad local en el sur de Chile - Aprendizajes y recomendaciones de las experiencias en las regiones de la Araucanía y Aysén*, GTZ, Septiembre 2005, Chile (www.regionactiva.cl), 115 pages.

Hormazábal R *Territorio Cuenca Lago General Carrera XI Región de Aysén, Chile. Aprendizajes y aportes para una estrategia de Desarrollo Económico*, GTZ, Mayo 2006, Chile, 69 pages.

Hormazábal R., *Selección y contratación basadas en competencias*, Universidad de Concepción, Marzo 2002, Chile, 151 pages

LANGUAGES

Spanish: Mother's tongue
English: Excellent (247 CBT TOEFL)
Italian: Advance
French: Basic

COMPUTER SKILLS AND COMPETENCES

Microsoft Office (Word, Excel, Access, PowerPoint, Publisher) and the Internet.
Unicet6 and Net drawn (Social network analysis Software), STATA (Statistical software), Microsoft NAV 2009 (Navision ERP - as a user and as responsible for its implementation), Jet Reports Essentials.

Teamwork, leadership, communication, and moderation skills. Technical knowledge in Local Development, Project Management, and Participatory tools for Decision-Making.

REFERENCES

- **Rafael Guardans.** Former Executive Director Fundación Desarrollo Sostenido FUNDESO. Madrid.
Tel. +34 619008978 / E-Mail: rguardans@gmail.com
- **Joachim Goeske.** Former Chief Advisor Local Economic Development Unit GTZ Chile. Senior planner of competence, regionalization, and decentralization. Department of State and Democracy, GIZ Headquarters Germany.
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