

EDGARDO CABRERA

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Mexico City, Mexico

WORKING EXPERIENCE

- 2001-Date** **Logistics Services Network / Cabrera & Asociados (Mexico).** Director General of two management, strategic planning, financial and logistics consulting firms which integrate solutions for manufacturing and services companies. The firms also work with public institutions such as Education, Agriculture, Central Bank, State Governments in Mexico. In addition, within Cabrera & Asociados, Mr Cabrera is the financial advisor of the Construction Industry Mexican Chamber and instructor of Construction Industry Training Institute on finance, project evaluation, financing and strategic planning.
- 1999-2001** **Prolog (Mexico).** Commercial Director in charge of the commercial activities and the development of new markets for the management consultancy activities applying turn key solutions with the use of different software (ERP, supply chain management, etc.).
- 1997-1999** **London Consulting Group Bogota (Colombia).** Operations Director in management consulting projects: reengineering, merging of financial institutions, financial valuation of companies, viability projects, strategic planning in companies and financial institutions in Mexico, Colombia, Venezuela, Guatemala, Ecuador, El Salvador and Peru.
- 1992-1997** **European Bank for Reconstruction and Development (EBRD), London (U.K).** Member of the Board of Directors, representing Mexico. Major responsibilities: approve policies of the Bank (financial, investment, funding, evaluation, co-financing, administration, etc.) and investment projects in Eastern and Central Europe and the former Soviet Union; promote Mexican entrepreneurs to invest in Eastern Europe; organise seminars to promote technical co-operation between Mexico and European ex-communist countries through the Bank; participate in Annual General Meetings in Hungary, Bulgaria, Russia and the UK.
- 1987-1992** **Ministry of Finance (Mexico).** Deputy Director in various departments. International Financial Affairs (World Bank, IMF, EBRD, GATT.); External Credit Department (Mexican foreign debt financial analysis); Development Banking Department (budget and administrative controller of the Mexican Foreign Trade Bank). Also participant at Meetings at GATT (Geneva), UNCTAD (Cartagena), Economic Latin American System (Caracas), EBRD (London and Budapest).
- 1986-1987** **Lanz International (Mexico).** Project manager in corporate management consulting projects. Responsible of the design, implementation and follow-up of productivity projects in major commercial and industrial private sector companies.
- 1983-1986** **Ministry of Trade and Industrial Development (Mexico).** 1985-1986, Deputy Director of economic analysis; 1983-1984, Deputy Director in charge of the evaluation and control of the planning-budget process of industrial and commercial state-owned companies.
- 08.82-12.82** **Towers Perrin, London (U.K).** Consultant trainee in corporate management projects in British companies.
- 1979-1982** **INFOTEC (Mexico).** Technical assistant in technical-economic projects in the chemical industry.

ACADEMIC EXPERIENCE

- 1989** **US International University (University of San Diego), Mexico City Campus.** Part time professor of Operations Management in the MBA Programme.
- 1984-1989** **La Salle University, Mexico.** Part time professor of General Systems Theory in the Systems and Planning Master's Program.
- 1983-date** Attended as participant and speaker to seminars in Mexico and Oxford on project evaluation, international finance for developing countries, international financing, political analysis, and economic reforms in Mexico, supply chain management, logistics, reengineering, reorganization within companies, etc.

1997 **La Salle University, Mexico.** Professor of productivity in the Industrial Management Postgraduate Program.

EDUCATION

1990 **Diploma in Finance,** Technological Institute of Mexico (ITAM), Mexico
1981-1982 **M.A. in Systems in Management,** Lancaster University, U.K.
1981 **Postgraduate Studies in Business Administration,** The American University, Washington, D.C., USA
1974-1979 **B.Sc. Chemical Engineering,** National Polytechnic Institute, Mexico

OTHER

World Bank consultant

IADB (Inter American Development Bank) Consultant within the Base of Pyramid Program

Advisor to the Mexican Chamber of the Construction Industry, since 2005, help member companies to get financing from Mexican financial institutions

Ex - member of Vintage (Chief Executives Working Together)

Member of different academic and professional associations

He has been interviewed in a number of articles for specialized magazines and newspapers in Mexico in topics such as Financing, Logistics, Project Evaluation, Supply Chain Management

Language skills: Spanish, English, French, and Italian