





PERSONAL INFORMATION

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Sex Female **Nationality** Spanish

SUMMARY

LegalTech & IT Manager specialized in the project management/analysis for IT Transformation Back-Office transversal projects, covering extended multiplatform functionalities for financial projects with a large number of stakeholders involved in two vertical markets mainly in client-facing positions: Telecommunications (10 years) and Logistics (more than 7 years) with international background across Europe and USA.

Lawyer “Ilustre Colegio de Abogados de Madrid”, Certified by IEB & ECIX on Compliance & CyberLaw, Intellectual Property (copyright, patent...) by Duke University and MIT on Fintech Future Commerce.

July 2016 – to present **Business Developer and CEO and Founder at FinTech Venture Consulting, S.L.**

Fintech Venture Consulting is a FinTech start-up helping EU and USA FinTech start-ups succeed across borders with their FinTech solutions and specialised professional services by commercializing these FinTech/Regtech solutions from Europe and USA in Spain for the complete Sales cycle: territorial plan, pre-sales and post-sales.

Working as Sales Consultant in Spain for the following companies, in an international arena where I have negotiated term agreements through commercial proposals. I have also performed training on negotiations, presentations and technical writing in English language:

- **ComplyAdvantage** is a London based AML (anti money laundering) company and winner of several global awards. Signed a sales distribution agreement and performing direct sales and business activities in the Spanish financial sector.
- **Friendly Score** is a London based Big Data Social Credit Scoring platform considered by Forbes as a top ten FinTech solution.
- **Byteflair** is a Madrid based company specialized in REST API development. Signed a partner agreement with this company for the integration of the above solutions with the customer IT systems.
- **Eventifs** is a New York based with a disruptive solution, the first event driven Analysis and Trading Platform. Assisting them in fundraising in the Iberian market through a contractual agreement.
- **Beijing Agent** is a Tel-Aviv based Chinese-Israeli Agent, whose purpose is to introduce Fintech companies to the Pacific Rim Fintech market, providing access to local Fintech companies for fundraising in the Pacific Rim region.
- **TrackonPerformance** is a Portuguese company, owner of the Project Management Real_time Agile based TOP product in cloud computing solution for financial projects, among others. We have contracted with them for product distribution.
- **Be12** is a Swiss company owner of the Databank solution compliant with the highest standards of data protection. We have a contract for product distribution and an agreement for venture capital facilitation.
- **Shufti Pro** is a Bath (U.K.) based company and owner of a business suite ID&V+AML: Identification and Verification of Identity (face recognition and documentation) + Anti-money Laundering. Fully compliant with GDPR. We have a contract for the suite of product distribution.
- **Tink** is a Chilean company that owns a SaaS platform which purpose is to improve sales results on banking through marketing based on referrals and KPIs monitoring. We have a contract for distribution.

Main achievements: I have personally generated 23 completely new sales/opportunities for Financial Technology in Spain, using industry contacts, cold calling and trade shows, in companies in the financial, legal, real estate and public sectors, Blockchain, including CaixaBank, BBVA, Liberbank, CMS Albiñana & Suarez de Lezo, Avintia, Monthisa, Enisa and Cesce, Dynamic Blockchain and Trade Manager Systems; to mention some of them.

I have also built a company which is right now completely digitalized. Information is available in the following web site: <http://www.Fintechventureconsuting.com>

I also collaborate with FinTech start-ups for financial services intermediation with international Venture Capital firms for fundraising (Jerusalem, Beijing and Bulgaria).

Additionally, I collaborate with Lawyers & Compliance in order to implement Compliance systems in companies.

Madrid, London, Paris, Jerusalem and Beijing.
Business or sector FINTECH CONSULTING.

January 2018-March 2019

Fintech Project Expert Evaluator for the European Commission.

External temporary resource of the European Commission whose task consists on the assessment of the viability of entrepreneurial projects in order to settle their funding with European funds.

web site: https://europa.eu/european-union/about-eu/institutions-bodies/european-commission_en

Madrid/Brussels

Business or sector PUBLIC SUPRANATIONAL

July 2008 – September 2015
7 years and 3 months

IT Project/Programme Manager at Seur DPD Group

Managing IT transformation projects for a set of Back-Office multi-platform applications for the following financial processes: international/national billing, finance journals, supply chain management, analytical costs accountancy, treasury, payments, electronic billing, cash and delivery and revenue settlements. Highly experienced on the whole IT process cycle: kick-off meeting, requirements gathering, process modelling (BPMN compatible), development, testing, UAT management and go-life.

Mainly in house developed software and also licenced software: JDEdwards, EDITRAN TCP/IP and TAYA Treasury. Managing technical teams of engineers for the implementation of transversal projects and keeping control of budget project portfolios.

Main achievements: Successful implementation of the following projects: Intra-communitarian NIF, Intra-communitarian VAT, SEPA and Factura-e.

SEUR-DPDGroup – MADRID

<http://www.seur.com/>

Business or sector INTERNATIONAL LOGISTICS - TRANSPORTATION TRUCKING RAILROAD.

2006 – 2008
2 years

IT Project Manager at Sopra Steria

Project Management for near-shore based in Madrid specialized in French clients in several industries: SFR (Vodafone France) for the implementation of an application to manage antenna (radio) base stations and a second project for the ANPE (Unemployment Insurance in France).

Main achievements: Being a French speaking back-office project manager for relevant French clients.

SOPRA GROUP – MADRID

<http://www.soprasteria.es/>

Business or sector IT CONSULTANCY - NEAR-SHORE OFFICE FOR FRENCH CLIENTS

1998 – 2005
7 years

IT Technical Consultant at Amdocs

Technical Consultant for telecommunications billing software: Kenan FX Suite in projects based in several Western Europe countries. Main clients: British Telecom (UK), Belgacom (Belgium), European Telecom (Telefonica subsidiary in Austria, now Telekom Austria), Vía Digital and Jazztel Spain.

Main achievements: Billing system implementation from scratch for European Telecom (Vienna) and Jazztel Spain.

AMDOCS – MADRID (Hired by Kenan Systems, acquired by LUCENT TECHNOLOGIES, CSG SYSTEMS, COMVERSE and now by AMDOCS).

Vendor for the state-of-the-art KENAN SYSTEMS FX Suite (Billing System for Telecommunications)

1996 – 1998 IT Testing Team Leader at CGI

IT Testing Team Leader for Billing System based in Brussels for Belgacom Project and in Madrid for the Airtel Project (now Vodafone Spain) and billing review member teaming with the client at Retevisión project, based in Barcelone.

Testing phases, I have worked on: test planning, system testing, integration testing, regression testing, and UAT (user acceptance testing) and issues tracking management.

CGI (acquired from AMS) – BRUSSELS AND MADRID

<https://www.cgi.com/en>

Business or sector Vendor for the Telecommunications Billing System PNI (PRISM NEW INITIATIVE)

Main achievements: Becoming system testing team leader.

EDUCATION :

2018-2020 **Master's Degree on Compliance&CyberLaw.**
IEB&ECIX, Madrid

(Criminal proceeding, detainee legal assistance, Compliance ad intra, art. 31(bis), criminal liability of the company and compliance crisis, criminal proceeding, detainee legal assistance,), ICAM, Madrid

Anti-money Laundering and Counter-Terrorism Financing.
Euroinnova, Madrid

September 2016 **Master's Degree on FinTech Future Commerce** T
Certificate (Artificial Intelligence, Big Data and Blockchain)
MIT, Massachussets.

March 2016 **ITIL Foundations V3/Intermediate.** T
Certificate in IT Services Management
EXIN, Madrid. Certification Number : **5632440.20512555**

2009 **PMI IT Project Management Foundations** T
ESI INTERNATIONAL, Madrid
Project Management Certificate based in PMI.

- August 2006 **Master's Degree on International Intellectual Property, International Business Transactions and Introduction to American Law.**
Duke University (Geneva)
Legal Transnational Business curriculum.
- 2001 **Internet Advanced Services.**
Universidad Politécnica de Madrid.
HTML programming and Internet Architecture.
- 1996 **Structure Analysis and Design**
AMS, Stockholm
IT Analysis and Design for BSS Telecommunications
- 1995 – 1996 **Master's Degree on Direction in International Marketing and Foreign Commerce**
ESIC (Madrid)
Marketing Direction in an International context.
- 1990 – 1995 **Law**
Universidad Autónoma de Madrid.
Honours Degree

PERSONAL SKILLS

Mother tongue(s) Spanish

Other language(s)	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C1/2 PROFICIENT USER	C1/2 PROFICIENT USER	C1/2 PROFICIENT USER	C1/2 PROFICIENT USER	C1/2 PROFICIENT USER
French	C1/2 PROFICIENT USER	C1/2 PROFICIENT USER	C1/2 PROFICIENT USER	C1/2 PROFICIENT USER	C1/2 PROFICIENT USER
Italian	B1/2: INDEPENDENT USER	B1/2: INDEPENDENT USER	B1/2: INDEPENDENT USER	B1/2: INDEPENDENT USER	B1/2: INDEPENDENT USER

Levels: A1/2: Basic user - B1/2: Independent user - C1/2 Proficient user

Communication skills

- Presentation skills: Training
- Negotiation skills: Training
- Listening skills: Training
- Technical Writing skills:
- ADVANCED: British Council, 2015
- DELF-B2: Etudes Langue Française à l'Alliance Française, 2016

Organisational / managerial skills

- Management by Competences: Training 2014
- Leadership, managing a team up to 10 people
- IT Financial (managing a budget of 300K-600K for investments and 15K-30K for expenses)
- Business Angels Investments Workshop: Training 2020

Job-related skills

- Expertise of back-office functional processes for Logistics and BSS Telecommunications industries.
- Kenan FX Suite Billing System consultancy (Denver - COLORADO - USA).

Computer skills

- ORACLE DB Administration
- Shell Scripting
- Batch Scripting
- J2EE Architecture
- HTML programming
- COBOL for testers
- UNIX
- BPMN process modelling standards
- Advanced Excel (MsOffice)

Other skills

Yacht Skipper (P.E.R), astronomy, golf and driver licence.