

# Mario Raimundo Rodriguez Gaziglia

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## PROFESSIONAL SUMMARY

Master's in business administration with multicultural background and international work experience (+10 years) in Latin America and Europe. Specialized on innovation, strategic planning and execution within international trade and business development, I have participated in different start-up and scale-up projects across Europe. These ventures crafted my skills on result-oriented environments which required innovative leadership, flexibility, divergent thinking and resiliency.

## EDUCATION

### IE Business School

International master's in business administration

**Madrid, Spain**

Sep 2018 – Jul 2019

### Universidad Rey Juan Carlos I

Master's on Business Law and International Litigation

**Madrid, Spain**

Oct 2008 - May 2009

### Universidad Austral

Bachelor of Law

**Buenos Aires, Argentina**

Mar 2001 – Oct 2006

## PROFESSIONAL EXPERIENCE

### YBYGEAR.COM

#### Co-Founder & Commercial Director (Part-Time)

- Online Product-as-a-Service company currently operating in Madrid.
- Leading a team of 4 on the initial stage of the startup.

**Madrid, Spain**

Jun. 2019 – Present

### CIEE Global Institute

#### Lecturer "Economics of the European Union & Spain" (Part-Time)

- Course in English on international economy focused in EU and Spain.

**Madrid, Spain**

Dec 2019 – Present

### INNOVA Biosolutions SL

#### Co-Founder

- Led the operational set up of the company (biotechnology applied to agriculture).
- Managed a team of 15 people on the market research and analysis within several European countries.
- Drew corporate Go-to-Market strategy and Led a team of 10 on its execution and coordination Import-Export operations.

**Madrid, Spain**

Feb. 2018 – Dec. 2019

### BARBUSS Global

#### Business Developer of BARBUSS Europe (Benelux & Southern Europe)

- Led the deployment and scale-up stage of BARBUSS offices in Antwerp and Madrid.
- Developed the company's business market in Belgium, Netherlands, France, Turkey, Spain, Italy & Portugal.
- Directed the strategic go-to-market actions within these markets.
- Managed different multidisciplinary teams of up to 20 people with diverse functional objectives and KPIs.
- Drove the company to the 3<sup>rd</sup> place (Market share) in the Benelux insurance recovery market, the 4<sup>th</sup> place in Spain and the 5<sup>th</sup> in Italy after less than two years on each market.

**Antwerp, Belgium & Madrid, Spain**

Jan 2014 – Jan 2018

#### Claims Coordinator of BARBUSS Latin America

- Handled high valued claims under multiple applicable laws & jurisdictions.
- Developed the internal processes of the company.
- Designed and Managed the training courses for the new staff members.

**Buenos Aires, Argentina**

Mar 2009 – Dec 2013

### BELGRANO LEDESMA & MOLES ABOGADOS,

#### International Associate

- Legal consultancy service provided to Latin American clients operating in Spain.

**Madrid, Spain**

Sep 2008 - Jul 2009

### ESTUDIO JURÍDICO BURLANDO & Cía

#### Junior Associate Attorney

- Provided legal counselling and assistance on commercial, administrative, tax and criminal law.

**Buenos Aires, Argentina**

Dec 2006 – Sep 2008

## LANGUAGES

**English** (Proficient), **Spanish** (Native), **French** (Intermediate), **Italian** (Basic)

## OTHER INTERESTING INFORMATION

References available upon request.