

Antonio Rivero

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Nationality: Chilean-Brazilian. Age: 35.

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Education

Melbourne Business School, University of Melbourne

- **MBA - Master of Business Administration** Melbourne, Australia, 2012

Class representative of Sept. 2010-2012 batch, winner of Deloitte debate cup 2012.

Marketing and Operations Focus.

Universidad de Chile

- **Psychology Bachelor, Psychologist** Santiago, Chile 2000-2004; 2009

Organisational and Psychoanalytical Focus.

Courses and seminars: Train the Trainer (MS Chile), Management by Competencies (Dictuc), Conflict Resolution (UAI), Evaluation of Strategic Decisions (UC), Design Thinking (Stanford).

Work Experience

Mar. 2013 ongoing: Representative, Agent, and Investment Consultant.

Independent - Chile/Brazil.

- Business Development for Brazilian and international companies in Chile, medical devices and heavy transport (NEXCOR, Roll Lift, Big Roll).
- Investment consulting for business opportunities in Brazil in construction and agribusiness.

Jan. 2013-Mar. 2013: Business Development Consultant.

Business for Millennium Development - Australia.

- Business Development interacting with Australian and overseas Government and Australian companies, designing inclusive businesses in developing countries. Indonesian Inclusive Business Opportunities proposal leading to joint mission in June with PM's office; Design of Social Impact evaluation and business improvement for B4MD clients and creation of strategic frameworks.
- Social Evaluation of Myanmar project for multinational FMCG Company.

Dec. 2011-Apr 2012: August 2012: Lead Consultant.

Vision Australia - Australia.

- Led a team of 3 consultants on designing and implementing the first strategy for volunteering services in conjunction with National Volunteer Office.
- Led a team of 4 consultants on the review of their volunteering services strategy, processes and structure resulting in the executive taking steps to design for the first time a business strategy around volunteering.

May 2011- June 2011: L&D Consultant.

Melbourne Business School Centre of Ethical Leadership- Australia.

- Designed and developed business case for Ethical Leadership Simulation Game, based on Murray-Darling Basin problem for the Vincent Fairfax Fellowship Program. Facilitator of game. Mentored by Booz&Co partner.

Dec. 2010-Jan 2011: Consultant.

Foundation for Young Australians - Australia.

- Conducted a feasibility study for the “Young People without Borders” program to reach 120,000 beneficiaries in 5 years. Strategic planning and design for online platform program.

2007-2010: COO, Project Manager.

Enlared S.A. - Chile/Brazil.

Project Management in investment, agency and brokerage. Industries: tourism, beverages, energy, defence, mining, telecommunications:

- Proposed and led the project of a software innovation for Oil and Gas industry: “Project Loadout” securing financing from the government of Chile of 50,000 USD.
- Steered financial structure and negotiations as a part of multi stakeholder team of a 3 Billion US dollar deal involving stakeholders from Brazil, Chile and Peru in the energy sector. Managed to get approval from Jefferies for financing as well as getting approval for further study in the Brazilian side of Electrobras.
- Led the business development for UK based James Fisher Defence, contractors to the NATO as well as the MOD, as a representative in Chile since 2009, our company was later promoted in 2011 to represent of all South American region.
- Successfully negotiated and structured a deal to provide mobile pre paid cards printed in Chile to major Telco in Brazil.

2007-2010: Consultant and Trainer: Education, Human Resources and Innovation

Independent - Chile

- Education Consultancy. Design of courses, Business Plan and Marketing.
- Training in Soft Skills: Leadership, Resilience, Life Abilities, and Team Work. All classes evaluated over 90%.
- Consulting in Human Resources, Performance Evaluation (KPIs), Processes and Systems, Structure Design, Personnel Selection and Talent Management. Mining and Construction Clients.
- Feasibility analysis, business cases design for innovation projects in “Innova Chile CORFO” projects. All projects that had their business model prepared under my consultancy were successfully approved for financing.

May 2009: Entrepreneur - “TranSantiago in your cell phone”.

Independent - Chile

- Design, architecture and business plan of an application for having the times of Santiago, Chile buses on the cell phone by use of SMS and apps. Finalists of “Movistar Innova” challenge with a working prototype.

2008-2009: Teacher Assistant.

University of Chile, Faculty of Psychology - Chile

- 2008-2009 "Change Management in Organizations", Teacher Assistant: Assessed, Led, Coached and Developed 15 consulting groups in real HR and Change Management projects.
- 2009 "Organizational Diagnostic" ", Teacher Assistant: Assessed, Led, Coached and Developed 5 consulting groups in real HR and Change Management projects.

Jan. 2006-Feb. 2007: Intern, Researcher.

Codelco, SMF El Teniente - Chile

- Internship and Thesis, Mine “El Teniente”. Trained managers in Performance Evaluation and KPIs. Designed and implemented Surveys of Climate and Client service; designed and implemented training by competencies. Researched on organizational structure and culture, HR auditing, project evaluation, change management and maintenance.

Additional

Languages: **English:** fluent, **Portuguese** and **Spanish:** Native

Skills: UML; Office: Advanced Level; SPSS, SAP: user level