

# CARLOS ROBERTO ALONSO T.

## Key qualifications and skills:

Project management experience for Development Projects in Agriculture, Agro-industry, Energy, Port and Airport Infrastructure, Roads, Education and Municipal Government.

Technical knowledge in Civil Engineering, Renewable Energy, Oil, Export-Import and Finance in general.

Several Due Diligence processes for getting large Projects being attended by International Agencies and Banking Institutions.

International Exposure with Multinational Companies and International Agencies in USA, Asia and Latin America.

Expertise in the areas of Corporate Finance, Investment Banking, M&A's, Project Finance, Investment products (Bonds, stocks, commodities, future's).

Deal Negotiation, transition processes, reengineering, cost reduction, compliance, corporate governance.

## WHO HE IS?

An assertive leader with outstanding experience in Project Management, Project finance, Capital Markets, M&A negotiation and people management skills on diverse fields. A versatile and skilled Manager with excellent hands-on experience in Oil businesses, Renewable Energy, Banking Institutions, Agroindustry, working in post conflict democracies in Latin America and Central Asia.



carlionso@gmail.com



+502-42154614



/in/carlos-alonso-339443b



Carlionso1

## EDUCATION:

MASTER IN RENEWABLE ENERGY (Magna Cum Laude) Class of 2011. GALILEO UNIVERSITY, Guatemala City.

MASTER IN BUSINESS ADMINISTRATION, Class of 1987 INCAE, (sponsored by Harvard Business School) Alajuela, Costa Rica

CIVIL ENGINEER Class of 1983 Universidad del Valle de Guatemala.

More than 40+ short courses on different fields: among them climate change, renewable energy finance, balance score card, Innovation, re-engineering, leadership, corporate finance, sales, investment products, valuation, M&A's.

**LANGUAGES:** Besides Spanish, which is my mother tongue, I also speak, write and read good English.

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## WORK EXPERIENCE:

X/2017- uptoday.	<b>Sunbelt Central America: Senior Business Broker-Project Manager</b>
Attending Mid Market Customers for advisory services on M&A and Valuation of their businesses and potential sales. Due diligence processes and negotiation for business with Market Value between \$3MM-up to \$50MM.	
IX/2011- X/ 2017	<b>Energías Renovables Quinto Elemento S.A. –Guatemala</b>
Advisory Service own company that have performed several jobs to Global Customers, among them are: PNUD-Fundación Solar-GTZ consultancy services to evaluate 28 Renewable Energy Projects (Hydro and Solar) to be implemented in the Rural Areas of Guatemala; due diligence process with three projects: Solar (5MW's), Hydro (22 MW's and 2 MW's) with potential investors; for RUBENIUS LLZ. Inc. ( <b>Dubai-Mexico and Central America</b> ) I visited several sites to promote the technology in Santa Rosalía, Baja California, Mexico, (Tres Vírgenes Geothermal Generation Complex, Santa Rosalía Solar Farm 1MW), Mexicali (Cerro Prieto Geothermal project). I prepared business proposals for projects and made local contacts.	
IX/2015- VI/2017	<b>GRUPO ARO-API. – (top 3 Oil Business Wholesaler and Service Station Network in Guatemala) Finance and Administrative Director.</b>
Responsible of all Administrative, Human Resources, Accounting, Treasury, Finance Matters and the relationship with Financial Institutions, for the operation of GRUPO ARO-API in Guatemala.	
IX/2011- IX/2015	<b>Blue Oil Trading Inc. / Oil S.A.- Guatemala. (Top 5 Oil Importer and Distributor): Finance and Project Management Advisor.</b>
Among my duties is to attend Trade Finance matters and manage relationship with local Banking Institutions. I have raised some \$10MM of local funding for working capital throughout factorizing receivables. I have implemented strict credit policy with receivables in the order of \$10 MM and have kept past due accounts with less than 0.1% on outstanding balance.	
IV/2009- III/2011	<b>CHEMONICS International Inc. - Afghanistan. Afghanistan Accelerating Sustainable Agriculture Program (ASAP): Business Advisor, and Controller (Budget and Planning).</b>
As the Controller I was responsible for all financial planning and monitoring of \$133 MM Project being implemented in three years period with the Ministry of Agriculture, Irrigation and Livestock. Development of business plans for Agro-Industry Projects that were implemented: Concentrated juice factory, cold storages, refrigerated containers, Agriculture equipment for Animal fodder, equipment for dried fruits, equipment for irrigation and land leveling. Performing profitability analysis for different agriculture ventures for SME 's.	
VI/2006- X/ 2008	<b>Central American Bank for Economic Integration (CABEL): Senior Business Executive.</b>
Coordination of all projects and businesses that are carried out throughout the Bank in Guatemala. Attended infrastructure for Hydro-electrical Power Projects, Public Infrastructure Large Projects, and complex structured projects with new and innovative products and schemes. More than 20 projects were proposed and approved for a total amount of some US\$480MM.	
VIII/1998 –III/2006	<b>CORPORACION DE OCCIDENTE, Guatemala City (Oldest Central American Bank). Several top Management positions.</b>
During 7.6 years, I performed several Banking Senior Management Positions: Corporate Products Manager, Corporate Compliance Officer, Board of Directors Advisor for Insurance Company, Project Manager for new Projects, Corporate Administrative Manager and Collections head.	

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II/1995- V/1998.	<b>XELA GROUP –Canada and Central America. (Canadian Venture Capital Company, with interest in Agro-Industry, Technology, Ice Cream Factory and Entertainment): Chief Administrative and Finance Director.</b>
Accounting, internal audit, human resources, information systems departments for all companies within the group. Start up administrative, finance and operations matters of all the companies. Total number of employees were more than 2,000 and 50 were under my command. Total invested resources in new ventures during my administration: US\$17 MM.	
VI/1992- II/1995.	<b>Central American Bank of Economic Integration. (CABEL): Deputy for Guatemalan Representative and private sector head,</b>
Promotion of Private Sector Programs: productive sectors (Hydro-electrical Power projects, industry, agro-industry, tourism, non-traditional products exports, and municipalities). Start up of the Business Scheme of Second Floor banking with the financial sector of Guatemala.	
VI/1990- VI/1992.	<b>Citibank N.A. Guatemala branch. (CITIBANK): Treasury Manager.</b>
Cash management, cost of funds, legal requirement fund management, decision making on investment/divestments, funding and gapping control, managing bank assets and liabilities, interest rate policy, Citi's representative in Guatemalan stock exchange, Management of the Money Desk where 16 currencies were traded.	
VII/1987- VI/1990	<b>Esso Central America, S.A. (EXXON)-North Central American Region. Several Middle Management Positions.</b>
I moved very rapidly in ESSO during three years period, from being a trainee, to Sales Manager for Service Stations and Supermarket Specialist, to Operations Advisors and Financial Analyst in Middle Level positions.	
VII/1986- IX/1986	<b>Carben Export Inc. Miami, Fla. (Internship Program: Carben/USAID-ROCAP/INCAE): Researcher.</b>
Study of the requirements for the successful export of fresh products into the United States: quality, packing, transportation, government offices related, market windows. I wrote a paper that is being used as a Reference.	

## HOBBIES AND EXTRACURRICULA ACTIVITIES

Hobbies: Reading, Yoga, golfer. Rotarian (year 2000-uptoday). University professor experience (1999-2015): UFM Guatemala, Tayasal, Galileo University, Atlantic Int'l University on finance, corporate finance, investment products and Investment Banking.

PERSONAL REFERENCES: AVAILABLE UPON REQUEST.