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Education

Undergraduate Studies

- B.S in Economy: Universidad Jorge Tadeo Lozano, Bogotá, Colombia.

Graduate Studies

- Specialization on International Economic Development: Universidad Jorge Tadeo Lozano, Barranquilla, 1984.
- Specialization on Port Management: Port Institute for Studies and Cooperation - IPEC / Organization of American States OAS, Valencia, Spain, 1996.
- M.Sc. in Business Administration: Universidad del Norte, Barranquilla, 2010.

Academic Experience

- *Corporación Educativa El Litoral*, 1998–2001.
 - *Freight Transport Logistics*
 - *Strategic Planning*
 - *Statistics Port*
- *Universidad del Norte*, 1993–1998, 2005–2012.
 - *Foreign Trade*
 - *Colombian Economy*
 - *Economic Development*
 - *International Business*
 - *Physical Distribution of Goods*
- *Universidad del Norte*, 2005–Present.
 - *Management of Foreign Trade*
 - *Logistics and Distribution of Goods*
 - *Port Authority*
 - *International Purchasing*
 - *International Trade Logistics*

Professional Experience

- Orbis Logística, April 2004 – June 2010.
Independent Counsel. Design and construction of the export logistics chain. Counseling and mentoring for the development of the logistic plan. Design of commercial and administrative policy and research to open up new markets. Planning of the distribution center, general storage and perishable cargo.
- Almagrario S.A., July 2002 – March 2004.
Operations management. Coordination of all the logistics operations of the branch, including loading, unloading of ships, transport, storage and subsequent clearance of cargoes, especially bulk. Coordination and management of the distribution contract owned sugar mills of the major sugar mills.
- Compañía Frutera de Sevilla, November 2001 – May 2002.
Logistics manager. Design and coordination of the logistics and administrative operation of the collection, preparation, handling and transportation of fruit from farms to ships for export. Management of customers and suppliers. Review and redesign the marine equipment maintenance program. Coordination of the development of different models of loading and unloading ships. Coordination and management the program bathymetry of the Leon River waterways and registered cooperatives for the transport of fruit from farms to the docks and removal the waste of the same negotiating fares and rates to be canceled.
- Merco Presentaciones, March 2001 – November 2001.
Commercial manager. Coordination, planning and implementing trade policy of the nine branches of the customs agency, established and designed the policy portfolio and operations department coordinated everything related to the import and export of loads from different customers.
- Transmagdalena S.A. January 1999 – February 2001.
Chief Operating Officer. Design, installation and development of different multimodal operations, implement the statistical indicators and operations system, ensuring the maintenance and control of contracted equipment for mobilizing the contracted charges; cooperation in opening new markets and coordination of human management process.

- Puerto PIMSA S.A. July 1994 – December 1998.
Sub-manager. Design and implementation of the operations manual the river port of the PIMSA Malambo Industrial Park, as well as administrative and financial manuals and management controls. Design the program bathymetry of the waterway on the Magdalena River between the bridge and the port Pumarejo.
- INTERCOR – International Resources Corporation, June 1990 – July 1994.
Analyst International Trade. Negotiation of international maritime charter and air charter charges for coal complex; work with the update encoding 240 000 items of products imported into the process of harmonization of customs policy. Assistance in the systematization of Plan Vallejo system and reorganize the company through computer systems.
- Chamber of Commerce of Bogotá, June 1984 – May 1990.
Foreign trade advisor. Promotion, organization and coordination of national and international trade missions, fairs and trade promotion and coordination CONFECAMARAS Pavilion as part of the International Fair of Bogota. Advising on all matters of foreign trade to the Executive President and the Commercial Vice President of the institution.
- Fedesarrollo, June 1982 – April 1984.
Economic researcher. Business surveys in the construction sector and carry out studies on international reserves, external debt and imports and exports.

Research Experience

Publications

- *International Trade Logistics, ECOE Ediciones y Universidad del Norte Editores, 2015.*
- *International Business - Fundamentals and Strategies. Foreign Trade Logistics chapter, Ediciones Uninorte, 2013*
- *More competitiveness for Colombia FTA signed. www.portafolio.com Sept. 09 de 2012*
- *International Business - Fundamentals and Strategies. Foreign Trade Logistics chapter, ECOE Ediciones - Ediciones Uninorte, 2011*
- *Manual Logistics Transport Management and Distribution of Goods, Ediciones Uninorte, 2009.*
- *Towards a culture of export logistics Why six million people in the world eat Chilean salmon?, UnNorte, December 2010, page 10.*

Conferences

- *Port Supply Chain, Diplomat in Port Management and International Logistics, Universidad del Norte – CEC, 2013 - 2014*
- *Towards a Culture of Social Responsibility and Logistics, III International Business Congress, Universidad del Norte – 2010*
- *How to use International Marketing Terms INCOTERM, Universidad del Norte – PROEXPORT – 2010.*
- *International Trade Logistics, ACOPI, 2010*
- *Import Logistics, Cámara de Comercio de Barranquilla, 2010.*
- *Logistics for export, Universidad del Norte / PROEXPORT, 2006 – 2010*
- *Port Management and Strategic Planning, CUTMA – SPRB, 1997.*
- *Port Management and the New Role of Ports, SPRB, 1997*
- *Border Economic Policy and Business Development, Cámara de Comercio de Pasto e Ipiales / Banco de la República Nariño, 1988.*
- *The International Commercial Terms, OEA / DIAN, 1988*
- *The Business Motivation in trade, Sociedad de Economistas de Nariño, 1988.*

Research Projects and Consultancy

- *“Analysis of transportation requirements for Electricaribe S.A.based on simulation”. 2010 - 2011.*