

PATXI AVILA-KILDAL

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EDUCATION

- 06 – 08** **MBA, Master in Business Administration, London Business School**
* Dean's List (Top 10% of MBA Class).
* GMAT 760.
* Awarded full tuition scholarship by "Caja Madrid" foundation.
- 95 – 00** **MSc & BSc in Civil Engineering, ETSECCPB-UPC, Barcelona**
* 4th year exchange with École Nationale des Ponts et Chaussées (Paris).
* Top 10% of class.

BUSINESS EXPERIENCE

- 06 – 08** **ANDANTE GUIDES ltd.** **London and Barcelona**
Digital online publisher of tourist audio guides, www.AndanteGuides.com.
Co-founder and CEO
- Created business idea, developed business plan and implementation strategy.
- Recruited team of cofounders and collaborators.
- Led multidisciplinary international team to successfully launch first product.
- Summer 07** **REUTERS INNOVATION** **London, UK**
Summer intern
* Researched and identified two high growth industries in the Middle East for development of new products during the next decade in the information providing industry.
- 05 – 06** **GOOGLE** **Mountain View, CA, USA**
Business Development Assistant, Content acquisition
* Established key partnerships for Google Scholar in Spanish speaking markets.
* Dealt with high volume (70+) of partners in Europe and Latin America.
* Managed technical integration of partners repositories.
* Conceived and implemented tools that increased team performance by 35%.
* Launched product on schedule, generating one third of the total traffic of Google Scholar.
- 00 – 04** **CELSA GROUP**
Steel manufacturer privately owned.
- 04** **Transition Planning Manager** **Ostrowiec, Poland**
* Reorganised production planning in 4 month transition period after acquisition of the plant.
* Diagnosed current problems, designed new procedures, engaged senior management and implemented solutions for \$350M per year operation.
* Trained planning team and successfully handed over to local manager at the end of project.
* Reduced inventory by 50% and delivery time by 90%.
- 02 – 04** **Product Manager** **Barcelona and Santander, Spain**
* Negotiated with key customers and sales representatives in EU and North of Africa.
* Coordinated 10 sales reps, established and implemented sales plans.
* Achieved 2003 sales goal of \$55M, and achieved 2002 sales goal of \$38M.
- 01 – 02** **Sales Policy Coordinator and Risk Manager** **Santander, Spain**
* Designed stock policy and controlled customers' credit risk, managed defaults.
- 00 – 01** **Technical Sales Representative For French Market** **Barcelona, Spain**
* Recommended exit from nonprofitable market and terminated sales operations.

ADDITIONAL INFORMATION

- * Cofounded "[MBA internacional](#)", non-profit association of Spanish international MBAs.
- * **Languages:** Fluent English and French, native Spanish and Catalan.
- * EU national.
- * Interests: Running, Traveling (visited the six continents), Reading biographies.