

# G. J. ANDRÉS UZÍN P.

Chasquipampa calle 16 N° 157, La Paz, BOLIVIA • [andresuzin@gmail.com](mailto:andresuzin@gmail.com) • Celular: +591 79107619

## Public/Private Executive Manager

*Executive Manager lead by Objectives*

*Analysis, Planning, Design and Execution of Public and Private Policies and Projects*

### **PUBLIC / PRIVATE MANAGEMENT STRENGTHS**

- Deep and sharp policy analysis with the ability to build scenarios and predict different outcomes.
- Strategic planner with preference on group methodologies than individual ones.
- Knowledge and experience in local economic development.
- Specialist in working with multidisciplinary groups
- Management by Objectives

Perfectionist, creative and confidence creator, convinced that all success is built from the joint work. Enjoys to enhance of individual abilities of colleges and dependents. With extensive experience in analysis and design of public policies for governments, political parties at national, departmental and local level with the participation of different social actors. Convinced that enterprises can design implement successfully public policies. Solid studies in Industrial Engineering provide me with technical-economic-administrative tools that give me the ability to evaluate and adjust and apply designed solutions. In this sense, I have a record of success in both the public and private spheres, using both consultative and hierarchical methods. Bilingual; Spanish and English. With desire to acquire more experience at national or international level. As an academic, I try to create a balance between theory and practice.

## PROFESSIONAL EXPERIENCE

***Acting Dean Academic of Olave School of Business and Postgraduate Centre and Academic Directo of Graduate School of Public Management*** – Universidad Privada de Bolivia (UPB) 2.021-Present

The Postgraduate faculty of the UPB has reached an important dimension for the Bolivian Private University (UPB) both in La Paz and at the national level, for which the management of its Masters', Diplomas' and other programs that require specific management to maintain its necessary quality for certifications. In addition, UPB wishes to expand its Graduate School of Public Management programs, so part of the management objectives is to design and create new programs for this school.

***CEO AND OWNER***– Public Private Management (PPM) 2.012 to Present

### ***Achievements:***

- ❖ A National government program coordinated and developed for a political party, with workshops involving more than 5,000 social actors, professional groups and sector experts.
- ❖ With strategic alliance with TerraNova Strategic Partners, LLC, Corporative consultancy and assessing works were successfully undertaken on fields of: Analysis of Business and Markets, the Generation and Projection of Scenarios and the evaluation of Conflicts.
- ❖ Several consulting projects have been successfully undertaken for the public sector, especially in the field of Public Policy Design and Analysis in Administrative and Financial Management.

I created PPM to facilitate the implementation of private and public projects in Bolivia. In the private sector, PPM provides a full-service operation, including market analysis; business plan generation as well as the representation of new products and brands in the marketplace. For the corporate level, PPM performs analysis and design of policies, plans and projects especially for; Governmental Relationship, Conflict Management and Prevention with accurate Economic Analysis, Scenarios Projection with Plans for Strategic Corporate Social Responsibility.

In the public sector, with our understanding of public financial administration, economic development and governance we empower governments of different levels (local, regional or national), public companies and institutions providing consulting services especially in the fields; Analysis, Design and Implementation of Public Policy; Public Management, Government Programs, Economic Development Policies, Administrative and Financial Management, with the ability to evaluate, adjust, design and implement projects and processes with technical and economic feasibility, and social viability.

For Non-Governmental Organizations and International Cooperation, PPM has deep knowledge to perform evaluation with measurement of impacts of cooperation policies and projects, as well as capacity for the administration and implementation of specific programs.

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## **Representative – INDURA S.A. 2.012-2.015**

As a representative of this important Chilean company for the supply of machinery, equipment and consumables for metalworking in Bolivia, multiple projects were addressed both in Bolivia, as in Chile, Ecuador and Colombia, due to several subsidiaries of companies such as Tecnicas Reunidas, Samsung and others were attended by INDURA SA in Bolivia and they were also clients in countries where INDURA S.A. has presence.

### **Achievements:**

- ❖ Major operations and projects were achieved with “Yacimientos Fiscales Petrolíferos Bolivianos” (YPFB) and its subsidiaries such as “Refinación”, “Industrialización”, Andina and Chaco.
- ❖ Important work was achieved with companies that developed special projects such as SAMSUNG of the Urea and Ammonia plant and Técnicas Reunidas in the liquids separation plant "Victor Villegas".
- ❖ We contacted and carried out operations with contractors of the oil sector such as Carlos Caballero S.R.L., Kaiser, Bolinter, etc.
- ❖ A market study was conducted, which showed that INDURA S.A. had to achieve a physical presence in Bolivia if he wanted to expand its operations and generate market presence.

## **CONSULTING – AGENCIA ESPAÑOLA DE COOPERACIÓN INTERNACIONAL AL DESARROLLO (AECID) 2.011**

### **ACHIVEMENTS:**

- ❖ 6 regulations, 3 manuals and 3 process diagrams.
- ❖ The whole base was generated to face an administrative - financial reform in 2012.

I have participated as a consultant for AECID, within the Institutional Strengthening Program for the Autonomous Government of the Department of Potosí (GADP). I was in charge of the consultancy "Diagnosis of Administrative Management - Financial Autonomous Government of the Department of Potosí". Product of this consultancy of diagnosis, I also generated a new administrative reform to be implemented in 2012, with its regulations, manuals and process.

## **HEAD OF CONSULTING – STRATEGIS S.R.L. 2.010 to 2.011**

### **ACHIVEMENTS:**

- ❖ All the consultancies have been carried out with excellence and are satisfactory for the clients, besides having been profitable for the company.
- ❖ The management positioned the priority and need for ISO certification for costing and consulting design processes.

Strategis was a consulting enterprise, doing consulting works for; nationalized enterprises, municipal and regional governments. I was on charge to conclude the consulting contracts this enterprise has in the development field. Search, and participate in bidding process for new consulting contracts with the local, regional and national governments. Last but not least, the Department is creating a “Job Bank” of multidisciplinary professionals to have resilience human resources.

## **VICE PRESIDENT OF PROCUREMENT, LOGISTICS AND GENERAL SERVICES – NATIONAL ENTERPRISE OF TELECOMMUNICATIONS (ENTEL S.A.), BOLIVIA 2.008 a 2.008**

### **ACHIVEMENTS:**

- ❖ 70% of the acquisitions required for 2008 were carried out in the period from May 27 to September 4, 2008.
- ❖ Supplier prices were cut between 5% and 15%, and quality levels of associated services were also increased.
- ❖ Management has prioritized and required ISO certification for procurement processes.
- ❖ New dynamism and synergies were promoted among the areas of management that gave it the ability to face new challenges.
- ❖ Marketing area decided to change strategy of massive products. Distribution of those products at national level on time for promotion with transportation limitations was successfully faced.

ENTEL is now a state-owned telecommunications company in Bolivia. I worked as Consultant for 3 months and as Vice President for other three months, I had to resign to study my master's degree, however, the intervention was able to continue with the structure I left. Intervention for nationalization ran four months more without replacing me. Approximately 70% of the acquisitions and contract signatures for the year were

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made during this period reaching savings that were between 5 and 15%. This was achieved by implementing two changes in procurement policies. First, adding transparency and speed to the procurement processes and increasing the times of contracts offered to companies that provide services.

## **ASSESSOR OF EXECUTIVE SECRETARIAN – MUNICIPAL GOVERNMENT OF LA PAZ 2.002 al 2.008**

### **ACHIEVEMENTS:**

- ❖ Public career with annual promotions, leading several projects especially oriented to improve infra-institutional deficiencies with multidisciplinary teams.
- ❖ Thanks to the continuous monitoring or monitoring of the Executive Secretariat, this area of the Municipal Government was always one of the best executing units.
- ❖ Promoted every year until I became a Senior Assessor in the Office of Executive Secretary in the year 2.007

As a young professional I was invited to be part of the administrative team of the Municipal Government of La Paz. The first task assigned to me was project of ordering the offices of the Municipal Government. While performing this project, I was also assigned to monitoring and control of donations generated product of the emergency of February 19, 2002 by a hail storm. Throughout this period, I was in charge of the planning and control of the office of Executive Secretary and dependent areas (eg. Planning and Control, Procurement, Human Resources, Organizational Development and Finance). The monitoring of the fulfillment of objectives in many cases also implied the proposal and coordination of corrective actions. I was also part of the multidisciplinary team for the formulation and creation of special programs such as the Revitalization and Urban Development Program and the Central Urban Park. Both financed by the Inter-American Development Bank.

## **PROFESSOR OF OPERATIONS RESEARCH – UNIVERSIDAD CENTRAL LA PAZ (UNICEN), BOLIVIA 2.005 a 2.007**

## **PROFESSOR OF INSTITUTIONAL STRATEGIC PLANNING, SIMULATION, QUANTITATIVE MODELS, ECONOMICS, LOGISTICS STRATEGIES, TRANSPORT AND INVENTORIES AND ADMINISTRATION OF DISTRIBUTION CHANNELS – UNIVERSIDAD PRIVADA BOLIVIANA (UPB), BOLIVIA 2.015 to Present**

No matter how theoretical or mathematical a subject is, its practical application will always lead to a better cognitive function. This practical applicability is only achieved based on the experience that guides the professor in order to count the adequate information to transmit the knowledge.

## **FORMATION**

**Philosophy Doctor Candidate in Economics and Business Administration with mention in economics**

Universidad Privada Boliviana (UPB), La Paz, Bolivia

**Master of Arts (MA) of Development Studies Specialization in Public Policy and Management**

International Institute of Social Studies of Erasmus University of Rotterdam - The Hague, The Netherlands

**Diploma in:** "Preparation and evaluation of projects" UPSA, VIPFE, BID – La Paz, Bolivia

**Diploma in:** "Social and Political Management for Municipalities" UNIVALLE, CAF, George Washington University – La Paz, Bolivia

**Industrial Engineer** Escuela Militar de Ingeniería (EMI) – La Paz, Bolivia

## **Scholarships and Prizes**

Awarded a Scholarship from The World Bank Institute (WBI) for Master course at the International Institute of Social Studies of Erasmus University 2008-2009  
Best degree on a Licensee thesis year 2002 EMI

## **Publications**

- Book Edition Coordination: "Public policy articles, another way of facing social problems" [Artículos de política pública, otra manera de encarar los problemas sociales]. No 1 of Public Policy Observatory of UPB. [https://www.upb.edu/sites/default/files/adjuntos/Pol%C3%ADticas%20P%C3%ABlicas\\_0.pdf](https://www.upb.edu/sites/default/files/adjuntos/Pol%C3%ADticas%20P%C3%ABlicas_0.pdf)

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- Co-author of Chapter 9: Effects of COVID-19 on Education and Schools' Reopening in Latin America, with Georgina Gómez Ph.D Associated Professor of ISS in Erasmus University of Rotterdam in the book COVID-19 and International Development
- Drafting, Systematization and Edition of the Government Program of the Fearless Movement, presidential elections 2014
- "Are 'hybrid institutions' vehicles to promote Local Economic Development?" Research Paper as a partial requirement for grade on Master of Arts In Development Studies
- Opinion Articles on bolivian news as Página Siete and digitales ones like [www.cabildeo.com](http://www.cabildeo.com)

### **IT Knowledge**

Microsoft Windows and Office Suite, Microsoft Project, Microsoft Visio. Statistical, Management Programs, such as: STATA, SIGMA, SAP.