

# **MIGUEL VILLALOBOS**

## **Education**

- 2011-Present **MBA Candidate – Class of 2013**, Massachusetts Institute of Technology. **Boston, USA**
- 2007-2008 **Master's degree in Management and Business Economics**, University of Almeria. **Almeria, SPAIN**
- 1998-2005 **MS and BS in Telecommunications Engineering**, University of Seville. **Seville, SPAIN**
- 2002-2003 **Socrates-Erasmus Scholarship**, Katholieke Universiteit Leuven. **Leuven, BELGIUM**

## **Experience**

### **ORACLE**

**Dublin, IRELAND**

- 2011-2011 ***Business Development Manager – Iberia & Italy***
- Merged the Iberian and Italian teams (15 people across 3 countries).
  - Designed a new governance model and coached 2 people to become Team Leaders.
  - Reversed the trend of negative growth in the Italian market in 3 months: from -26% to 34%.
  - Placed 5 members of my team among the top-10 performers within the department.
  - Fostered 16 promotions of team members.
- 2010-2011 ***Business Development Manager – Iberia***
- Led a Business Development and Marketing Intelligence team (10 people) across 2 countries in order to generate revenue, create pipeline and deliver talent to the rest of the organization.
  - Designed and deployed a people management strategy that generated an overall revenue growth of 85%, with increases of 240% and 119% for our main stakeholders.
- 2009-2010 ***Senior Sales Representative***
- Increased year over year sales by 30% to \$2.5 million during recession.
  - Designed a sales campaign tracking tool, persuaded the Spanish Applications Consulting team to use it (40 members) and deployed this tool across Western Europe (12 countries).
  - Executed a social media sales project and involved 5 departments and 3 countries in it.
- 2008-2009 ***Sales Representative***
- Set up the Inside Sales department of the Spanish Applications Consulting team.

### **GDT GROUP**

**Seville, SPAIN**

- 2008-2008 ***Product Manager***
- Coordinated the New Technologies product line at the leading e-learning company in Spain.
  - Hired 6 people to carry out a project to design and launch a set of innovative products.

### **GOVERNMENT OF ANDALUSIA**

**Almeria, SPAIN**

- 2007-2008 ***Project Manager***
- Managed a team of more than 50 people in a technology transfer project.
  - Designed and implemented an innovative management strategy to increase results by a 50%.
- 2006-2007 ***Senior Consultant***
- Expanded the team from 2 to 6 members and mentored 5 of them.
  - Represented my organization in several work groups:
    - Technology Transfer Network of the Spanish Association of Science and Technology Parks.
    - R&D Comitee of the Technological Center for Auxiliar Industry for Agricultura.
    - Technical Sectoral Committee on IT of the Technological Corporation of Andalusia.
    - Almeria 2025 Forum, promoted by the Almeria Association of Employers.
- 2005-2006 ***Junior Consultant***
- Led and developed the Andalusian Technology Network (a non-profit organization to boost and improve innovation in all Andalusian companies) in the province of Almería.

## Internships

### UNIVERSITY OF SEVILLE

Seville, SPAIN

2004-2005 *Intern*

- Designed and implemented the version control system and backup policy of the university spin-off company ISOIN and trained 8 of its employees.

## Additional Education

2010-2010	<b>Foundations of Management</b> , Chartered Management Institute (CMI).	<b>London, UK</b>
2007-2007	<b>Managing Innovation in Business</b> , E.O.I. Foundation (Government of Spain).	<b>Seville, SPAIN</b>
2007-2007	<b>Specialized Training Course on Innovative Companies</b> , San Telmo I.I.	<b>Malaga, SPAIN</b>
2006-2007	<b>Teaching Certificate</b> , University of Almeria.	<b>Almeria, SPAIN</b>

## Honors, Awards and Recognitions

### Professional

2011	Champion of the <b>Second-Half Performance Competition</b> at Oracle.
2011	Winner of the <b>Best Q3 Manager Award</b> at Oracle.
2010	Champion of the <b>First-Half Performance Competition</b> at Oracle.
2010	<b>Top Talent</b> of the Iberia Inside Sales Team at Oracle.
2010	Nominated for <b>Best EMEA Award</b> at Oracle.
2010	Nominated for <b>Club Excelente</b> at Oracle.
2009	<b>Top Talent</b> of the Iberia Inside Sales Team at Oracle.
2009	Nominated for <b>Best Achiever Award</b> at Oracle.

### Academic

2011	<b>Eduarda Justo Scholarship</b> to study an MBA at MIT.
2005	<b>First Class with Honors</b> in my Final Year Project at the University of Seville.
2004	<b>FIDETIA Internship</b> (University of Seville) to work at the university spin-off ISOIN.
2004	<b>National semifinalist of GestionGlobal</b> , a business game sponsored by Accenture and Iberdrola.
2002	<b>Socrates-Erasmus Scholarship</b> to study at the Katholieke Universiteit Leuven (Belgium).
1998	<b>First Year Fellowship</b> at the University of Seville because of my performance at high-school.

### Social

2008	Selected to follow the seminar " <b>Future Leaders of Almería</b> " by the Eduardo Justo Foundation.
2006	<b>Commended by the University of Almería</b> for my support in the employability of students.

### Sports

2004	Champion of the <b>College Indoor Soccer League</b> at the University of Seville.
2002	Champion of the <b>College Soccer League</b> at the University of Seville.
2001	Champion of the <b>College Soccer League</b> at the University of Seville.

## Extracurricular Activities, Voluntary Work and Interests

2009-Present	Member, webmaster and IT advisor at the Spondylitis and Arthritis Association of Almeria.
2006-Present	Member and collaborator at the Almeria Association of Young Entrepreneurs.
2007-2011	Advisor and coach of the CEO at Savia Biotech, the largest university spin-off in Andalusia.
2008-2010	Promoter of the Association of People Affected by the Sky Wonder (an association founded to defend the interests of 1,000 passengers who were left drifting in the Aegean Sea aboard the cruise ship Sky Wonder). The lawsuit against the company responsible for this disaster was won in 2010.
2002-2010	Contributor to Meristation Magazine, which is the leading videogames magazine in Spanish.
2008	Designed a business plan for the Exhibition Center of the Almeria Commerce Chamber.
2003	Collaborated with the University of Almeria in a research project on Andalusia's development.