




PEDRO AMADOR LÓPEZ – Professional CV

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Computer and technology lover: 30 years since my ZX81 and passionate about Microsoft technologies. Computer Engineer with doctorate courses to intensify Business Intelligence knowledge. Executive MBA Esade with honors in the final project. Core competences in project management, business analysis, communication, marketing and sales operations. Originally from Spain I have lived and worked in The Netherlands, Uruguay and Spain&Portugal and traveled to +35 countries across the globe. I am used to working with challenging assignments, managing and sustaining positive change.

Work Experience

Strong experience leading different types of projects. +16 year experience at software firms (Baan, Infor, SSA Global, Software AG) holding different positions: Business Developer, Project Manager, Applications Presales and Key Account Manager. Working in customers like Efacec (BI), Indra (SRM), Fagor Industrial (SCM&PLM), Nycomed (RRHH), Nivea (marketing), Celgene (RRHH), ABB (ERP), Abengoa (ERP), ITP (BI), Otis (ERP), ThyssenKrupp Elevator (Project Management), Fujitsu (ERP), Cointra (BI), Famosa (Integration), Gamesa (ERP), Azud (CRM E-Sales), UDE (Web 3.0) to improve their software solutions.

INFOR GLOBAL SOLUTIONS SPAIN & PORTUGAL – Barcelona, Spain - Business Developer

Management and implementation of professional services methodologies (consultancy and implementation) supporting the strategic development of the Infor Professional Service Organization (PSO) in Spain and Portugal. The Infor's PSO department annual turnover has risen from 2M€ at FY2005 to 20M€ at FY 2012. Develop and support a complete implementation methodology to ensure best practices in all the software departments (ERP, PLM, BI, CRM, SCM, ...). To support this department I created a services company, Ebra Conocimiento, with almost a 1M€ business in Y2011, with a highly significant impact on the extent to which the organization achieves its goals.

October 2005 – October 2012

BAAN - SSA GLOBAL SPAIN & PORTUGAL – Madrid, Spain - Key Account Manager & Presales

Development and maintenance of operations in several accounts as Indra, Tolsa, Azud and managing annual revenues of \$1 million. Implementation of the sourcing and purchasing processes with the iBaan Supplier Relationship Management (SRM) solution in Indra (\$0,6 million, 15 team working) and managing relationships with the customer Executive Board.

Experience in other solutions as CRM, PLM, and responsible for the Business Intelligence Solution (iBaan BIS), supporting all the areas of the solution: development, sales, presales, implementation and support.

December 2000 – December 2003

Previous

VIGNETTE IBÉRICA – Madrid, Spain - Responsible for Education - September 2000 – December 2000

Established a Partner community to support the Spain and LATAM training process.

BAAN THE NETHERLANDS – Barneveld, Holland - Strategic presales - July 1999 – September 2000

Presales Consultant specialized in the Business Intelligence Solution (BIS), integrated in the EMEA's Center for Excellence created to attend big strategic accounts at international level. Coordinated and tracked the Business Intelligence solution across EMEA region and develop sales material of the best projects.




BAAN SPAIN & PORTUGAL – Madrid, Spain - Technical consultant - July 1998 – July 1999

SOFTWARE AG – Madrid, Spain - Developer and analyst specialized - October 1996 – July 1998

Other

Associated collaborator of ESADE Madrid as tutor for the In Company Project (ICP) subject since 2003 and teaching companies like PwC, ADIF, Gas Natural-Unión Fenosa. Professor in University Catholic Uruguay in leadership, communications and coaching since 2013, and in Universidad de la Empresa (UDE) with marketing digital programs.

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Specialized in organizational development, leadership, and coaching. Founder and Managing Partner of Autocoaching, a software coaching solution (0,5M€ invested) with customers like Nivea. Trained by CTI, OSRC, Executive coaching by AECOP, PNL, and certified in Spiral Dynamics. Writer of three books of professional and personal growth. Self-starter showing vision combined with a strong team player approach willing to take initiative in problem identification and solution provision. Blogger at www.pedroamador.com

Main Education

ESADE – Madrid, Spain - Executive MBA (2002-03)

The Executive MBA at ESCUELA SUPERIOR DE ADMINISTRACIÓN Y DIRECCIÓN DE EMPRESAS (ESADE) is a course for executives who have a talent for leadership. Opinion leaders like the Financial Times, Business Week, The Economist, Forbes and CNN Expansion place ESADE's executive education among the top in their rankings the most prestigious and valued indicators in international economics and business. The Executive MBA included training at prestigious business schools: McCOMBS SCHOOL OF BUSINESS (The University of Texas at Austin-US) with "Building the Learning Organization in the High Tech Industry" and HENLEY MANAGEMENT COLLEGE (Henley on Thames-UK) with "Strategic Direction".

UAM – Madrid, Spain - Degree as Computer Engineer (1993-97)

Complete degree at UNIVERSIDAD AUTÓNOMA DE MADRID (UAM) with doctorate courses to intensify Business Intelligence knowledge (1993-1997)

Other Education

CO-ACTIVE LEADERSHIP PROGRAM (CTI) – Sitges and Lyon, 2008

International Program designed to empower leadership

COACHES TRAINING INSTITUTE (CTI) – Barcelona, 2006

Training Program in coaching

COGNOS EDUCATION – Madrid, 2007

Cognos ReportNet: performance management and personal analytics to provide users in your organization with what they need to take insight to action.

BAAN EDUCATION – Barneveld, 1999-2002

Courses of portals, Business Intelligence, Open World and Workflow

VIGNETTE EDUCATION – Austin and London, 2000

Advanced implementation of E-Business solutions

Languages

- Spanish, native speaker
- Fluent English (foreign experience)
- Portuguese (high level of comprehension, foreign experience)
- Dutch (low level of comprehension)

Personal information

I am 39 years old living in Uruguay. Problem solver, enthusiastic, entrepreneur, experienced speaker, continuous self-development, very creative and hard worker.