

FRANCISCO PATERSON

E-mail: franciscopaterson@gmail.com

Mobile phone +54 9 11 6376 5280

Address: Griveo 2746, Ciudad Autónoma de Buenos Aires, Argentina

LinkedIn profile: <http://ar.linkedin.com/in/franciscopaterson/en>

PROFESSIONAL SUMMARY

- Professional training at Harvard Executive Education, M.A. in Development Management and Policy (Georgetown University/University of San Martín, Buenos Aires, Argentina), B.A. in Political Science (University of Buenos Aires, Argentina).
 - Business Developer specialized in Start-ups: 3.5-year experience.
 - Public management auditor: 5-year experience.
 - Areas of expertise: lobbying, domestic and international affairs (politics and trade), public relations, front end development, data science.
-

WORK EXPERIENCE

Independent Business Development Consultant

2016 - Date

Project #1

Freelance Business Developer (www.franciscopaterson.com).

April 2019 - Date

- Focused on helping foreign SMEs reach Latin-American markets. Services: business advisor, representative, market researcher, staff member, lobbyist.
- Content writing on business and political theory (www.franciscopaterson.com/blog).

Project #2

CEO/Dating app co-creator (<https://github.com/fpaterson/HiddnApp>).

Joint undertaking with Alfonso Amat (Amazon) and Diego Jolodenco (Digital House).

April 2018 - July 2019

- Leader of a team including a designer, and a developer.
- Developed wireframes and application drafts.
- Drafted marketing plans and business model canvas.
- Supervised the development of the Minimum Viable Product (MVP).

Project #3

Lobbyist and Business Developer for EnergiaSocialAr.Com

2017

- Arranged meetings to be held at the office of Argentine Congressman Juan Carlos Villalonga, former director of Greenpeace Argentina.
- Participated in meetings held by the Energy Committee at the Argentine House of Representatives.
- Drafted the Business Model Canvas.

Project #4**CMO/Lobbyist and business developer at Scalabl.com (company builder)****2016 - 2018**

- Free press: managed to get an article published in Forbes Argentina.
- Developed a network of contacts from domestic and international government agencies and entities (GCBA, Enterprise Singapore, Invest HK, CORFO Chile, Association of Argentines in China, consulates and embassies).
- Linked and strengthened relations between Scalabl and other players of the domestic and international entrepreneurial ecosystem.
- Teamed up with the company's global CEO to expand promotional messages all over the world.
- Generated content for the company's website.
- Generated and followed-up new contacts through the use of a CRM (Streak) and the application of a sales funnel.

Management auditor at public agencies**2012 - 2016****Auditing Officer at the General Management of the *Teatro Colón* (Buenos Aires Opera House)****2016**

- Updated management indicators.
- Made proposals aimed at increasing income and/or branding opportunities.
- Analyzed and assessed the box office operation and proposed relevant improvement actions.
- Ad Hoc supervised operation at the box office, at the request of the General Manager.

Auditing Officer at the Ministry of Environment and Public Space, Buenos Aires City**2012 -2015**

- Gathered data related to targets, policies, programs, and projects.
- Monitored and assessed their progress through a balanced scorecard.
- Acted as a strategic liaison with the Head of Cabinet of Ministers.
- Provided assistance with the design and implementation of management tools.
- Implemented an effective way of data gathering meeting the required deadlines (three-week cycles).

Mapping Volunteer at United Nations Volunteers**Sep 2014**

- Participated in the collaborative mapping of areas in Sierra Leone to help many Ebola-fighting organizations, including the Red Cross and Doctors without Borders.

Real Estate Administrative Assistant at Reynolds Propiedades S.A.**2007 -****2011**

- Supported the branch Financial Manager in accounting and administrative tasks.
- Provided assistance in sales and rentals.
- Acted as a strategic liaison between buyers and real estate agents.

- Managed all software systems used for customer management and back-office support.

Researcher at *Centro de Estudios Unión Nueva Mayoría*

2005 - 2006

- Conducted electoral research and prepared pre-election assessment reports to provide information about elections in Latin American countries.
- Monitored regional elections.
- Conducted research, processed and analyzed economic, political and social data.
- Prepared and submitted reports, articles and statistics for online publishing.

EDUCATION

Acámica Buenos Aires, Data Science Course, 2019.

Harvard University, Boston, USA, 2018. Executive Education Course: “Creating Collaborative Solutions: Innovations in Governance” Management course focused on inter-institutional collaboration for the joint creation of public value.

University of San Martín (Buenos Aires, Argentina)/Georgetown University (Washington D.C.), 2018. M.A. in Development Management and Policy.

GPA: 3.616 Thesis grade: A.

Latin American Faculty of Social Sciences, (FLACSO) Argentina, Buenos Aires, 2014. Postgraduate Diploma in Management and Control of Public Policies.

University of Buenos Aires. Argentina, 2010, B.A. in Political Science.

According to the QS World University Rankings (2017/18) the University of Buenos Aires is the best ranked university in Latin America (2017/18 QS Global World Ranking #= 75).

OTHER COURSES

Coderhouse

Front end development (HTML, CSS, Box Modeling; Animations, Transitions and GIT, Flexbox and Intro to Grids, SASS, CSS Frameworks, SEO, jQuery)

LinkedIn Learning verified courses

CSS Essential Training 1

Intro to CSS

UX Foundations: Accessibility

Intro to Web Design and Development

HTML Essential Training

Programming Foundations: Fundamentals

Google Analytics Essential Training

Google Ads Essential Training

Agile Foundations, Agile Software Development, Kanban for Developers

Scrum: The Basics, Advanced. Characteristics of a Great Scrum Master

Coursera verified courses

Software Processes and Agile Practices, University of Alberta
Intro to Software Product Management, University of Alberta

Other courses

Product Owner, National Technological University
Customer Development Course, Scalabl Academy
Economics for non-economists, Executive Education, University Torcuato Di Tella,
Course in Strategic Planning of Brand Communications, Argentine University of Enterprise
PIP (Intensive Planning Practice) Workshop, Higher Institute of Advertising Creatives

LANGUAGES

Spanish: Native.

English: Advanced.

Italian: Intermediate. Bilingual elementary school.

French: Beginner.