

JOAQUÍN ALVIRA ENRÍQUEZ

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July 29, 1983 ◇ Citizen of Mexico and USA

STRATEGIC CONSULTANT

Experience in business analysis and strategic implementation. Proficient in quantitative methods applicable to diverse areas of knowledge. Incorporates a profitable, creative and humane point of view under a rigorous ethical code. Excels at simplifying complex projects involving multiple functional areas, minimizing risk and evaluating various foreseen scenarios. Additional attributes include:

- Excellent statistical and numerical insight
- Innovative and educated perspectives
- Public and Executive Communication skills
- Advanced computer knowledge
- XXII National Astronomy Congress speaker
- Strategic Profile

PROFESSIONAL EXPERIENCE & ACCOMPLISHMENTS

Centro de Investigación y Docencia Económica –CIDE– (Research Center). Mexico City, Mexico

CIDE Consulting, Consultant

March 2011 to date

Senior Consultant for multi-disciplinary public sector consultancy projects. Leader responsible for the Strategy and Structure team. Oversaw, compiled, documented and presented the team's results and conclusions to the project leader and client.

Alta Rendimientos Inteligentes (Financial Services). Mexico City, Mexico

Sept 2010 to March 2011

Alta Inversiones, New Projects Coordinator

Worked with the CEO and top management to identify pressing personnel and operational matters from a Total Quality Reengineering perspective. Presented results, conclusions and suggestions that responded to urgent weaknesses and areas of opportunity of the company, conducting targeted research and incorporating innovative practices on day-to-day bases.

Key contributions:

- Successfully integrated multiple robust methodologies and statistical tools in key managerial decisions, with immediate implementation and measurement on the operation
- Developed a financial computer model, which was applied to a specific investment product of interest
- Generated, proposed and executed the companies' quality plan
- Identified, mapped and quantified the key processes of the area
- Researched, diagnosed and advised through periodical reports on interests and opportunities for the company

Hay Group (Management Consulting). Mexico City, Mexico

Dec 2008 – July 2010

Reward Information Services, Account Executive

Managed the companies Reward Information Customer Database. Contributed in a commercial position by expanding our client base in standard and strategic specialized studies. Added value to clients by evaluating job profiles, benchmarking to international, regional, and/or specific industries compensation databases. Aided in the creation of Job Grading Schemes in multiple compensation aggregates.

Key contributions:

- Managed the client relationship that led to the highest selling project in the department for the first half of 2010
- Retained the highest ratio of clients in 2009 within the department
- Coordinated, executed and delivered studies and surveys tailored for the Financial, Editorial, Oil & Gas, NGO and Non-for Profit sectors
- Managed accounts for different specific industries
- Developed and managed special Government and Public sector accounts
- Conducted training sessions on Compensation Administration, Job Description and Evaluation, and Reward and Benefits surveys

Great Place to Work, Institute (*HR Consulting*). Mexico City, Mexico

Jan 2008 – Nov 2008

Associate, Studies Coordinator

Responsible for processing the Institute's studies and results, such as Trust Index or Culture Audit. Provided follow up to surveys (paper and electronic) from planning to conclusion. Incorporated the ability to conduct online surveys "in-house" and managing the online survey portal.

Key contributions:

- Incorporated, developed and operated processes that reduced costs of up to \$250,000 MXP/year
- Responsible for the Non Local studies and surveys
- Coordinated the processes and activities within the Studies Division
- Led the team that automated the indexes, reports, and presentation's generation
- Initiated the ability to conduct survey studies online

EDUCATION & PROFESSIONAL DEVELOPMENT

Physics Engineering, December 2007

Universidad Iberoamericana. México DF, México. GPA: 87/100

- Physics Engineering Student Government Secretary
- COPSA (Student Governments Council) representative before UNIREC (International natural disaster aid/early response organization)
- Scholarship at Centro Astronomico Clavius A. C.
- Thesis internship (Astrophysics Department) and Social Service (Scientific Popularization Department) at the National Institute for Astrophysics, Optics and Electronics (INAOE), Tonanzintla, Puebla. Mexico (Summer 2006 – Winter 2007)

University of Miami, Coral Gables, FL. USA

- Study Abroad Program (Spring 2007)
- Scholarship at Copernicus Observatory

Fluent in English and Spanish, **basic** knowledge of German (Grundstufe 3, Goethe Institut. Bonn, Germany).

Executive Training (Job Analysis, Description and Evaluation, Compensation Management)

Astronomy Summer School **scholarship** at the Institute for Astronomies' National Astronomical Observatory (IA-OAN), San Pedro Mártir – Ensenada, Baja California Nte, Mexico (Summer 2005).

Over ten radio interviews and five TV news appearances as an expert guest.

Constant pre-professional experiences as intern or freelance such as Plenus Sport Studio, Corregidora, Qro (Summer 2007), or Entrepreneur Editorial, México DF (April – August 2003).