
PAULO DE ANDRADE OROZCO, MBA, PMO CP

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► PROJECT MANAGEMENT, FINANCIAL SERVICES AND BUSINESS DEVELOPMENT

Core Skills

- Green Card Holder
 - Project Management: PMBOK, Scheduling, Budgets, PMO, MS Project, Visio, Excel. Pivot Tables, JIRA, SharePoint, ASANA, Risk Management, Project Templates, CRM, ERP;
 - Advanced Accounting and Financial Modelling, and Compliance;
 - Finance: Financial Modelling, Cash Flows, Accounting, USGAP, Compliance, Risk Management;
 - Product Management: product lifecycle, Marketing, Operations Management, International Sales, Import and Export, Supply Management;
 - International Experience with Matrix Organization and Consulting Services for Strategic Planning, Project Execution, RFP, Proposal Writing, Institutional Assessment, Sales, Team Management. Leader of Institutional Relationship Management;
 - Financial Business Analyst, Vendor Management, Supply Chain Management, Procurement, CAPEX and Project Planning;
 - Trainer and Project Lead;
 - Languages: English, Spanish, and Portuguese.
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Professional Goals

- Experienced professional with Supply Chain Planning and Supply Chain Design to integrate 3PL, Import and Export Logistics, Procurement and Resource Planning. Business Analyst and Business Development Manager working with Counties in Latin America, Africa and the USA. Complementary skills in Program and Project Management, Risk Management, Finance and PMO.
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EXPERIENCE

- 1. IPMS, International Project Management Solutions, LLC – PMO Strategic Partner.** 12/2017– Present
 - PMO Consultant responsible for Organizational Assessments, Strategic Planning, Key Performance Indicators (KPI's) and Implementation of Life Cycle PMOs;
 - PMO Return on Investment Analysis, and Stake Holder Management;
 - Strategic Organization Alignment with PMO functions;
 - PMO Structure Analysis (Fit, Mix, and Tuning).
- 2. PRUDENTIAL FINANCIAL ADVISORS, SHERMAN OAKS, CA** 06/2017 – 10/2018
Financial Professional
 - Support individuals and organizations with financial analysis, financial performance management, Chart of Accounts and USGAAP compliance;
 - Sales of Financial Planning Services for Individuals and Corporations: Investments, insurance, 401K, IRA, ROTH IRA, Annuities, Long-term Care, Mutual Funds, IRA, ROTH IRA, for companies Buy Sell Agreements, Business Continuation. Required License for Insurance, Investment License 6 and 63.

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3. **PMI-LOS ANGELES CHAPTER,** **LOS ANGELES, CA** 01/2018 - Present
- a. VP of Marketing and Outreach**
- Institutional Marketing and Outreach to expand PMI-LA partnerships with Universities, Military Outreach, Strategic Marketing Planning, Volunteer Recruitment, Leadership by example, support Members needs and Board of Directors representation.
 - Officer for Partnerships and special projects to promote PMI-LA, I expanded our Partnership relationship with 2 Universities and 2 Chambers of Commerce.
- b. PMI-Los Angeles PMO Director-** 06/2017 - 12/2017
- Strategic Planning of PMO activities and PMO Management to guide Project Implementation.
 - Project leader for PMO Standards and Internal Project Templates.
4. **MARES MUNDO IMPORT AND EXPORT,** **LA PAZ, BOLIVIA** 11/2015 - 10/2016
- Partner Import and Export Company**
- Leader for the inception of Export and Import Startup responsible for Technical guidance and Institutional Relationship trading within South Cone Economic Zone (Mercosul);
 - Project Leader to create Import and Export Startup. I guided the process to create a new startup in Bolivia to distribute Consumer Goods Products;
 - Financial Planning with Institutional Assessment of Financial Planning, CAPEX, Cash Flow Planning, Fundraising, and Vendor Management.
 - Import and Export Planning to secure Product Licensing, Resource Planning, Packaging and Logistics.
5. **IN COSMETICS PROFESSIONAL,** **CARANGOLA, BRAZIL** 10/20015 – 10/2016
- Strategy and Commercial Director/Partner**
- Developed Commercial Strategy to expanded sales within Brazil and Latin America;
 - Trainer and Network Strategist to expand Wholesale Distribution and Product Diversification;
 - Product Management related to vendors selection, pricing, negotiations and product compliance.
6. **PREMIUM HEALTH AND EDUCATION CONSULTING, HUILA; ANGOLA** 09/20013 – 07/2015
- Finance, Operations and Project Management Consultant**
- Mapping and Planning of Regional and Global Funding through Development Agencies and Private Investors;
 - Activities related to Project Designed for Economic Development, Agribusiness, and other Social Development programs to support the State Government of the Huila Province Vice Governor and Sixteen (16) State Directors on HDI to create Strategic Planning for each Department
 - Created and Execute a Partnership between the State Government of the Huila Province and the UNDP Angola which offer a Grant of \$100,000 USD for Economic Development activities.
 - Operations planning for manufacturing projects,
 - Vendor Selection and international planning with vendors from India and China.
7. **UNDP ANGOLA,** **LUANDA; ANGOLA** 04/20013 – 08/2013
- Independent Consultant**
- Review of the Private Sector Enterprise Development Project design of the second phase of Angola Enterprise Project and Growing Sustainable Business including: financial services, corporate social responsibility and supply chain.
 - Review of Angolan Enterprise Program and Partnership Meeting with local entities to map drivers for Economic Development in Angola.
8. **VISIONFUND INTERNATIONAL** **MONROVIA, CA, USA** 10/20010 – 03/2013
- Regional Director Latin America and the Caribbean**

- Managed strategic planning and operations of 6 Microfinance Institutions and its 600 employees in Latin America and the Caribbean. Regional Loan Portfolio and Financial Services above US\$20,000,000 USD.
- Leadership for the Institutional Transformation of 3 Nonprofits organizations to Regulated Financial Institution. Board Members of 4 Board of Directors and President of 2 Board of Directors.
- Coaching 10 CEOs and Trainer of 250 Loan Officers and Branch Manager on Credit Products, Risk Management, Collections and Career Development;
- Funding Strategies to leverage Loan Portfolio of 7 Microfinance Institutions. Private Funding and Soft Loans fundraising to promote Income Generation Projects.

9. **VISIONFUND INTERNATIONAL** **MONROVIA, CA, USA** 07/2009 – 10/2010

Regional Business Development Manager Latin America and the Caribbean

- Business Development and Institutional Strengthening of 10 Microfinance Institutions. Activities included Loan Portfolio Management, Product Development, Training of Loan Officers, Branch Managers and C-level Executives.
- Institutional assessment for Strategic Planning, Performance Management, Technical Support and Training of COO, CFO, Branch Managers, Loan Officers and IT Managers.

10. **INNOVA EMPRESARIAL,** **RIO DE JANEIRO, RJ, BRAZIL** 09/2008 – 07/2009

Senior Consultant

- Project Leader responsible for the Bidding Proposal selected by the InterAmerican Development Bank (IADB) to offer technical Assistance to Bancasol (Banco PROMERICA Guatemala) in its effort to improve Microfinance Operation. Technical Assistance provided for Product Development, Risk Management, Collections, Loan officers and Branch Managers recruiting, selection and training. Strategy design to gain Market Share in Guatemala.
- Define Strategic Planning for the Microfinance Unit, Product Development, Market Research and Training of 250 Loan officers and 20 Branch Managers.

11. **PLANET FINANCE BRASIL,** **RIO DE JANEIRO, RJ, BRAZIL** 11/2006 – 07/2008

Microfinance Consultant and Project Leader

- Project Lead for Microfinance Services, Institutional Ratings, Institutional Development. Project Leader for Institutional Strengthening Project to support Microfinance Institution (Sao Paulo Confia) with financial and technical requirements from OXFAM and NOVIB. Developed loan products, credit risk management, loan and arrears collections, staff training and loan officer management.
- Operations Management for São Paulo Cofia, Product Development, Recruitment and Training of 50 Loan officers and 9 Branch Managers;
- Venture Funds Relationship Management for Funding Diversification and Loan Portfolio Leverage.

12. **VOLKSWAGEN BRAZIL,** **SÃO BERNARDO DO CAMPO, SP, BRAZIL** 08/2006 - 11/2006

Senior Technical Buyer

- Buyer at the Purchasing Department for Electronic Components and devices for cars manufactured by Volkswagen Brasil. Skills on Supply Chain, Procurement, Negotiations, Vendor Management and Cross Management Teams.
- Vendor Management of 6 different suppliers. Meeting to define productions planning, price negotiation and relationship management.

Economic Development Consultant

- Microfinance and Business Development Projects in Egypt, Cape Vert, Bolivia, Argentina, Peru, Ecuador and Paraguay. Activities related to Best Practices mapping and project design of projects funded by the World Bank and the Inter-American Development Bank Projects.
 - Support to USAID Project in Egypt, Trainer of the local USAID department on Market Research and Best Practices for Vouchers with Information Projects.
 - Project Research for SwissContact Bolivia and GTZ. Mapping of Best Practices for Vouchers with Information Projects created to support the Development and Economic Performance of Microentrepreneurs and Microenterprises.
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ASSOCIATIONS**PMI-LA, LOS ANGELES, CA**

- 2017 PMO Director
 - 2018 VP of Marketing and Outreach
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EDUCATION, TRAINING & LANGUAGES

- Brandeis University, Waltham, MA - MBA International Business. 2006
- Universidade Federal de Juiz de Fora - Graduate Studies on Business Management 2000
- Universidade Federal de Juiz de Fora - Bachelor Business Administration 1995

LICENSES AND CERTIFICATIONS:

- Insurance License from California State, FINRA 6, FINRA 63.

TRAINING CERTIFICATES

- International Labour Organization (ILO), Turin, Italy, Certificate as Trainer of Trainers for the Course Making Microfinance Work.
- MICROSAVE Africa: Trainer of Trainers certificate for Qualitative Research Methodology.

LANGUAGES

- English: Fluent (USA resident, Green Card Holder);
- Spanish: Native Speaker;
- Portuguese: Native Speaker.