

PERSONAL STATEMENT

A seasoned investment professional with +20 years of experience sourcing, leading and executing deals in a number of European countries and in a wide variety of sectors including, among others, Energy, Infrastructure, downstream oil, Business Services, BPO and Real Estate. Currently Senior Partner at Private Equity house JZ International with a strong investment track record and a focus on sourcing and developing mainly successful buy-and-build strategies leading equity commitments of ~€400m (with total acquisition EV of ~€800m) throughout several platforms. Proven team management and leadership skills, as well as in-depth board directorship and advisory experience.

KEY SKILLS

- Excellent deal sourcing capabilities.
- Strong relationship management and negotiating background in international environments, with a wide variety of stakeholders, from private and public enterprises, financial institutions and high net worth individuals all the way to local partners and beneficiaries.
- Long standing relationships with a number of key players within the Iberian investment community, including, financial advisors and M&A boutiques, private investors, family offices, financial institutions, top law firms and auditors.
- Extremely resourceful with the ability to “connect the dots”, think out of the box and create solutions even in challenging scenarios. Firm believer that all situations can be turned around to find long term win-win solutions for all parties involved.
- Entrepreneurial, strategic and “big picture” thinking, combined with strong analytical and organizational skills and excellent team leadership. Proven track record of designing and successfully implementing a vision even in situations of severe budget restrictions.
- Solid knowledge of corporate governance principles, financial budgeting, control and auditing, client, donor and board reporting, as well as corporate compliance requirements.
- Comfortable presenting to a variety of audiences and used to public speaking.

EMPLOYMENT HISTORY

Senior Partner JZ International and IC member, London, & Spain (January 2013-Present)

JZ International (“JZI”) was founded in 1999 and is the only pan European private equity of significant scale focused on lower middle market buyouts. JZI’s key markets currently include the UK, Spain, Portugal, Italy and Scandinavia. JZI has committed ~€1.5 billion of capital to more than 35 investments in more than 10 European countries through multiple business and credit cycles with consistent outperformance.

- Head of Iberia and responsible for the European build-up strategy leading or co-leading all build-up related investments, portfolio monitoring and divestments since inception.
- Board member of wide number of portfolio companies

Investment Professional, Audley Capital Advisors, London (January 2011-December 2012)

Launched in 2005, hedge fund manager Audley Capital sought to generate absolute returns by making opportunistic investments, often in distressed and value impaired situations, and to create value through financial and/or operational restructurings.

- Performed company specific valuation analysis, industry trend analytics affecting the company whilst taking a macroeconomic view and active portfolio monitoring.
- Lead investments in Southern Europe countries including Spain, Italy and Portugal and focused on the fund’s illiquid portfolio holdings, where a trade and/or private equity exit represented the principal “event trigger” for a share price rerating.

VP, Corporate Finance, M&A and Debt Restructuring, Alantra, Madrid (September 2006-November 2010)

- Performed comprehensive valuation and financial modelling for corporate finance and debt restructuring transactions involving a broad range of sectors and valuation metrics.
- Produced client presentations and marketing distribution (management presentations) and deal execution materials.

OTHER

- Independent Board Member - **PICTET** alternative funds In Spain (Private Equity).
- Non-Executive Director - **ESR EUROPE** Real Estate Investments in Spain.
- Senior advisor to Spanish VC founder and CEO managing ~€240m AuM.
- Active Real Estate investor and manager of a family portfolio of residential, commercial and other real estate properties, including ~20 assets throughout Spain.
- Active seed investor in a number of Spanish PE deals, start-ups deals including, among others, Ticketbis (leading ticketing re sale platform sold to eBay) and JoblandTalent (leading job search platform in Spain).

LANGUAGES & NATIONALITIES

Languages: Spanish, English, French (basic)

Dual nationality: Spanish, Canadian

EDUCATION

MSc in Business Administration, ICADE (Universidad Pontificia de Comillas) Madrid, Spain, 2001-2006.

INTERESTS & HOBBIES

- Reading, travelling, cinema, music, surfing, snowboarding and golf.
 - Firm believer in the power of giving back. Walkabout Foundation, Advisor to the CEO (January 2016 to June 2019). Advisor to family NGO Allan's Home.
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