

JORGE A. RAMOS

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Management and Entrepreneurial Leader with 20 years of experience developing business, building market value, and launching products and services in the international marketplace with special expertise in import / export between the US and Mexico, and reaching as far as Europe, South and Latin America, and Asia networker and relationship builder who creates stakeholder awareness and opportunities. Analytical, engaging and communicative. Manages and promotes national and international projects to optimal outcomes.

PROFESSIONAL EXPERIENCE

Extend Consulting and Advisory Services LLC

2016 – Present

President

- Services related to technology and/or innovative start-ups
- International business development
- Economic Development

Arrowhead Center - New Mexico State University (NMSU)

2014 – 2016

Director of Business Development

- Responsible for the development of business services to the private sector, offering NMSU's capacities and capabilities for sponsor research, applied research, proof of concept, prototyping, test and evaluation.
- Responsible for the finances and accounting at Arrowhead Center Inc.

SELECT ACCOMPLISHMENTS:

- Initiated first International Training Program with close to 1,000 participants in Mexico City
- Public-Private partnerships in Mexico for entrepreneurship and technology commercialization
- Over \$2 Million in committed contracts for 2016
- Commitments for 300 graduate students from Mexico to attend NMSU programs.

THE BORDERPLEX ALLIANCE (formerly The Paso del Norte Group)

2008 – 2014

Regional Coordinator

- Help develop and drive initiatives to make the Paso del Norte region more competitive, successfully supporting renewable energy, innovation, higher education, cross-border infrastructure, and bi-national relations while focusing on improving business infrastructure, business development, quality of life, etc.
- Assist in building a network for collaboration among local and international stakeholders such as the US Agency for International Development, US State Department, Organization for Economic Cooperation and Development (OECD), James A. Baker III Institute, Council of State Governments, City of Medellin, Colombia, federal and local legislators in Mexico and the US, venture capital firms, and all local public, private and academic stakeholders

SELECT ACCOMPLISHMENTS:

- Spun off of a regional technology business incubator, out of a collaborative effort
- Developed plan for socio-economic community-based intervention in Juarez with the participation, support and recognition of local stakeholders and the Brookings Institute
- Coordinated with the OECD a self-evaluation and recommendation process

ECONOMIC DEVELOPMENT COUNCIL STATE OF CHIHUAHUA

2006 – 2008

Director

- Identified State of Chihuahua public and private stakeholders to comprise 12 regional Boards, and supported Boards in strategic plan development
- Greatly enhanced economic development through public policy recommendations, resulting in a new economic development legislation

SELECT ACCOMPLISHMENTS:

BUSINESS EXPERTISE

Policy Analysis & Development

Economics

Economic Development

Business Development

International Business

Regional Development

Socio-economic Analysis & Support

Stakeholder Outreach

Public Engagement

Communication

Negotiation

Mediation

Project Management

Program Management

Research

Professional Training & Development

LANGUAGE SKILLS

Fluent in English & Spanish

Conversational French

TRAINING

MIT Venture Mentorship Program

USAID Safe Training

Rainforest -- Innovation & Economic Development

- Worked with a local private sector/higher education council to develop workforce training programs, successfully attracting upwards of 35 aerospace companies such as Honeywell, Cessna and Labinal to Chihuahua City
- Supported Northwest Chihuahua economic development regional pilot program, aligned resources with strategic initiatives, and helped develop network with similar organizations in the US, Europe and Latin America

RPMG S.A DE C.V

2003 –2006

Owner, President & CEO

- Performed managerial oversight while supervising all work related to custom-made countertop fabrication, exterior and interior covering, and floor installation for commercial and residential projects
- Oversaw all natural stone import purchases and sales with Asia, Europe, and North and South America

SELECT ACCOMPLISHMENTS:

- Established and built successful service and commodities-based start-up, growing sales to \$2M in three years by leveraging supply chain strategy and excellent B2B service
- Built solid reputation among commercial and residential builders and architects

U.S. - MEXICO BORDER GOVERNORS CONFERENCE

1998 – 2003

Representative / Chair 2002 - 2003

- Oversaw all bi-national relations for the State of Chihuahua at the Governor's Conference, organizing meeting logistics and supervising workshop accomplishments and policy recommendations
- Participated in policy-making negotiations between the federal governments of US and Mexico

SELECT ACCOMPLISHMENTS:

- Helped secure unprecedented invitation of state governments to the bi-national meetings between the US and Mexican federal governments where action items were evaluated

DEPARTMENT OF COMMERCE STATE OF CHIHUAHUA

1998 – 2003

Director

- Maintained responsibility for the implementation of such government programs as the Small Business Management Training and Small Business Commercialization and Business Expansion Program
- Performed all administrative duties along with value added chain development and analysis
- Oversaw statewide national and international trade show program

SELECT ACCOMPLISHMENTS:

- Developed and managed Mexico's most successful export supply program which prepared businesses for export, helped them define market niches, and provided international trade show opportunities

ATESA

1994 – 2003

Owner, President & CEO

- Performed all managerial duties of repair and manufacturing shop while overseeing the import and export of industrial tooling between Europe and North America
- Serviced customers with 24/7 global operations in the woodworking and non-ferrous metal industry

SELECT ACCOMPLISHMENTS:

- Launched comprehensive marketing strategy which led to market share growth and improved existing- customer value understanding which grew sales by 200% and allowed for price increases of up to 25%
- Reduced payroll taxes and increased cash flow flexibility by making such fixed costs as wages variable, which ultimately allowed for more production capacity and added to productivity growth of 80%

EDUCATION & CERTIFICATION

Doctorate in Economic Development | *New Mexico State University* | in progress

Master of Business Administration | *University of Texas at El Paso* | November 2013

Certificate in Economic Development | *University of Oklahoma (IDE-IEDC)* | November 2008

Bachelors in Business Administration - Economics | *University of Texas at El Paso* | May 1994

Other Training

Intensive 4-week financial modeling and valuation training program | *Investment Banking Institute* | June 2015

MIT Mentorship Program | *MIT Alum Mentorship Program* | Nov. 2012

BOARD & COMMITTEE MEMBERSHIPS

National Science Foundation i-corps | Team Mentor | 2016

Innovate El Paso | Texas Technology Foundpre-screening Committee Member | 2014

Hub Technology Incubator | Board Member | 2011 – 2014

Bi-National Sustainability Laboratory | Advisory Board Member | 2009 – 2012

Mayor of El Paso, TX Lyceum Economy | Advisory Committee Member | 2009 – 2013

International Economic Development Council | Member | 2008 – 2013

National Association for Business Economics | Member | 2008 – 2011

Colegio Montesori de Chihuahua A.C. | Board Member | 2005

Colegio Nacional de Economistas (Chihuahua) A.C. | Board Member | 2000-2003

CRECE Chihuahua | Executive Board Member | 2000 – 2003

Servicios Estatales de Salud | Executive Board Member | 1998 – 2003

Desarrollo Económico del Estado de Chihuahua A.C. | Executive Board Member | 1995 – 2008