

CRISTHIAN PAUL ESCOBAR MALDONADO

BRIEF

- As an Electrical Engineer B.A., I have pursued an international career from the very beginning of my professional life and had the opportunity to develop a truly global network and mindset in the power generation industry.

Major building stones in my experience in Power Generation industry are:

- Latinoamerica General Manager for B. Fouress Limited. The Indian W2W supplier unknown for Latinoamerica. I created the branch office and introduce BFL services in to LatinAmerica market. A success without precedent with Seven (7) contracts celebrated in 3.5 years. Develop and implemented the business plan for Central America, Colombia, Ecuador and Peru. The Sales in Latinoamerica were from zero to US14 million. I implemented and drive what many people believe an impossible: the successfully introduction of Indian Service Company into Latinoamerica market.
- Build unpreceded network over all Latinoamerica related to Renewables Energy Project Developer – Investors - Consultants. The SHP market for W2W is about 500 millions in the next 9 years plus Wind / Solar market. Managing projects from inception to delivery is a skill I can bring to any role. **Project development and operations management** experience in developing and negotiating contracts with private and public sector clients focused on commercial construction, infrastructure modernization, renewable energy with responsibility for P & L recruiting, hiring and staffing, training and mentoring. Demonstrated ability to plan, staff, coordinate, and successfully execute multiple complex projects concurrently within negotiated contract scope, schedule and budget. Excellent leadership, interpersonal and communication skills. Proven ability to resolve conflict, motivate and inspire team.
- I builded in 2004 an energy private investors network over Central America as Executive Director of AGER and founder of FERRCA.

KNOWLEDGE AND SKILLS

- Electromechanical Engineering, business administration, finance and economics analysis - projections for renewable energy projects.
- Latin America business experience and entrepreneurial mind-set. More than 18 years experience with good track record.
- Strong relationship with different energy actors in Latam America countries.
- Knowledge of the markets and the sociopolitical environment.



- Strong international relationship with regional and international energy initiatives.
- Latam America Energy sector know-how. Experience on planning, coordination and actions for energy project development.
- Enthusiastic, sincere, high personal integrity.

EXPERIENCE

GENERAL MANAGER LATINOAMERICA

From 2011 up to June 2016

General Manager Latinoamerica B. Fouress Limited Branch Office Guatemala. Develop and implementation of Branch Office and Market Business Plan for Latinoamerica. Coordination day by day of Operation and Execution of won projects. Operation / Sales over the Region. Control of fiscal year budget.

EXECUTIVE DIRECTOR AGER / FERCCA

From 2004 up to 2010

Private Association of Generators with Renewable Energy AGER www.ager.org.gt promotion of the Sustainable Development of the power sector through the Renewable sources of Energy.

Private Federation of Renewable Energies of Central America and the Caribbean FERCCA Alternate Executive Director.

Member of the REEEP Steering Committee (Committee of Direction of Projects for Latin America) www.reeep.org

Member of International Network in Small Hydro Power IN-SHP Coordinating Committee until 2011. www.inshp.org/main.asp

GENERAL MANAGER, ELECTRORIENTE S.A. GUATEMALA

From 2000 to 2003

Development of feasibility studies for small hydroelectric projects. Participation in the environmental areas, civil work, power generation, transmission system, financial, economic analysis of the projects. Negotiation of right lands and lands cost.

THECNICAL MANAGER, ALCATEL FRANCE AT MAHAKA HAWAII USA

1999

Costa Rica – Alcatel France Engineer of electrical tests to systems SDH 1670MS in the stations of France and Makaha, Hawaii the U.S.A. (undersea fiber optic).

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ESTUDIES

2007 MASTER IN POWER POLICY

Leadership for environment and Sustainable Development. LEAD Program.



Mexico, D.F.

2002 MASTER IN MANAGEMENT OF NATURAL RESOURCES

University of International Cooperation, Costa Rica.

1999 ELECTRICAL ENGINEER.

University of San Carlos of Guatemala. College affiliation No. 5175.

1999 POST GRADE PROJECT FINANCE

University of San Carlos of Guatemala and ICH.

LANGUAGES

Native: Spanish. Second language: English. Lower Level: Portuges

OTHER STUDIES

2010 Small Hydro Development. International course. New Delhi. India.

2009 Hydropower Financing and Project Economy. ICH Norway / Guatemala.

2009 Environmental Impact Assessment trends. IAIA 2009. Accra, Ghana.

2008 Regional Power Market integration in Central America. Hydropower Economics and Financing – ICH. Norway / Guatemala.

2008 Dale Carnegie Training Institute.

2008 Finance in Renewable Energy Projects: INCAE, AEA. San José CR.

2008 Sediment and Hydro Power development. HydroLab. Nepal. ICH.

2007 LEAD International Training Session, focusing on leadership and Climate Change. Bandung, Indonesia and Kuala Lumpur, Malaysia.

2005 Hydro Electric Engineering for Stable and Sustainable Suply. JICA and Tokyo Power Company, Japan.

INTERNATIONAL CONFERENCES GIVEN

2013 "W2W Solutions for SHP". San Salvador Expo.

2010 "Legislation to improve the renewable energy investment". Latin America course. Madrid, Spanish Cooperation.

2008 "Impact of popular consultancies about the implementation or not of renewable energy projects". VIII Meeting of BID-Civil Society. Montevideo Uruguay. Session of Sustainable Energy and Climate Change SECCI.

2008 "Challenges of Renewable Energy " 1st. Convention of Renewable Energy and Energy Efficiency 2008. Austria Embassy. Investigation and Development Institute. Galileo. Guatemala.

2007 "Renewable Energy in Latin America" Event: "5th Latin American Encounter of Energy" Cartagena Colombia. Colombian association of dealers of Energy ACCE.



2006 “Advances in Renewable Development in Central America” Event: “The 2nd Hydro Power for Today forum”. International Center of Small Hydro Power INSHP, Hangzhou China PRC.

2005 “Context of Renewable Energy in Central America” Event: “8th PLATTS Central America Conference” Miami, Florida EEUU.

ARTICLES PUBLICATION

- Renewable energy: opportunities for economic development and environmental sustainability. Magazine "Industry". April 2009.
- Energy supply. The new social order. Magazine "Industry". October 2008.
- The bio-fuels in LA and Guatemala. Magazine "Industry". January 2008.
- A Competitive Electrical Sector. Magazine "Industry". Chamber of Industry of Guatemala. Number 110. November 2006.
- Hydroenergy: The Renewable Sources of Energy, contribute to the Sustainable Economic Development in Guatemala. Magazine: “Business Guatemala” Magazine Guatemalan-American Chamber of Commerce, AMCHAM. April 2006.
- many others articles. Copy of published articles in my blog: <http://readme-cristhianescobar.blogspot.com> and www.lead.org/page/362

REFERENCES

Mr. Mark Lambrides, Senior Energy Specialist at The World Bank. + 1 (202) 458-1654 e-mail mlambrides@worldbank.org.

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AFFILIATIONS / MEMBERSHIP

Renewable Energy and Energy Efficiency Partnership REEEP
Global Village Energy Partnership Program GVEP
International Hydropower Center, ICH
Association of students by scholarship of Japan
Leadership for a Sustainable World LEAD
Association Energy Policies - Sustainable Development of INCAE/INWENT
International Association for Impact Assessment IAIA

CERTIFICATION

All information provided may be certified upon request