

CURRICULUM VITAE

FAMILY NAME: Cristóbal Carle
FIRST NAME: Gregorio
DATE OF BIRTH: 10/06/1963
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EDUCATION DEGREE OR DIPLOMA OBTAINED

University of Navarra (Spain):
Law Degree
Chamber of Commerce of Madrid (Spain):
International Trade MBA
Chambers of Commerce of Madrid/ Paris
High Management of Small and Medium Enterprises Master

LANGUAGE SKILLS

LANGUAGE	READING	SPEAKING	WRITING
ENGLISH	2	3	2
SPANISH	1	1	1
ITALIAN	1	1	1

MEMBERSHIP OF PROFESSIONAL BODIES

1. Pan American Studies Institute
2. Strategic Studies Group
3. Court of Arbitration in Santa Cruz de la Sierra (Bolivia)
4. Court of Arbitration in Costa Rica
5. Court of Arbitration in Guatemala
6. Court of Arbitration in Caracas, Venezuela
7. Court of Arbitration in Cochabamba, Bolivia
8. Court of Arbitration in Madrid, Spain
9. Court of Arbitration in AEADE, Spain
10. Community Association of Arbitration in ACAM, Spain

PRESENT POSITION

International Business Consultant: Foreign Trade Specialist. 20 years within the firm working as a freelancer (EU – All Invest / BID)
Global Trade Skill
Excellent qualifications on desk working final briefs-

Technical assistance on more than five hundred businesses in entering international markets.

Specialties: Global Management, Financial Markets, International Contract Area, Global Strategic Marketing, International Arbitration

SPECIFIC EXPERIENCE IN THE REGION

COUNTRY	DATE
ECUADOR	JUNE 2002, JANUARY 2012 – PRESENT
COLOMBIA	January 2012 – PRESENT
MEXICO	October 2011
GUATEMALA	September 2011, October 2011
COSTA RICA	November 2010
EL SALVADOR	JULY 2009, November 2010
BOLIVIA	September-OCTOBER 2006, NOV-DEC 2007, JUNE-JULY 2008, JANUARY-JULY 2009

PROFESIONAL EXPERIENCE

DATE	LOCATION	COMPANY AND REFERENCE PERSON	POSITION	DESCRIPTION
NOV. 2008- PRESENT	CHILE	LAW FIRM BROKERING & LUARTE JAIME LUARTE	CONSULTANT	INTERNATIONAL TRADE
FEB. 1998- 2010	SPAIN	P&A CONSULTORES ANGEL PRIETO	FORMATION HEAD OF DEPARTMENT	MANAGER AND PROFESSOR
1992 – 1996	SPAIN	CROP IBERICA, S.A. RICARDO GOMEZ	INTERNATIONAL TRADE ADVISOR	CONSULTANT
FEB. 2006 – PRESENT	SPAIN	POLYTECHNICAL UNIVERSITY OF MADRID JULIAN PAVON	PROFESSOR	MBA ON FOREIGN TRADE
2009 - PRESENT	CARACAS, VENEZUELA	INSTITUTO DE ESTUDIOS SUPERIORES DE ADMINISTRACION IESA JOSE MAYORA	PROFESSOR	INTERNATIONAL NEGOCIATION
1998 – PRESENT	SPAIN	INSTITUTO DE FORMACION EMPRESARIAL. CAMARA DE COMERCIO DE MADRID FERNANDO GARZO	PROFESSOR	INTERNATIONAL TRADE
2004 . PRESENT	SPAIN	UNIVERSIDAD DE ALCALA DE HENARES. INSTITUTO IDOE SANTIAGO ECHAVARRIA	PROFESSOR	INTERNATIONAL TRADE
2000 – PRESENT	SPAIN	CECO, SECRETARIA DE ESTADO DE COMERCIO. MINISTERIO DE ECONOMIA JOSE LUIS GONZALEZ	PROFESSOR	INTERNATIONAL TRADE

2006 – PRESENT	BOLIVIA	RATIO LEGIS LAW FIRM MIGUEL MARDOÑEZ	CONSULTANT	INTERNATIONAL TRADE
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PUBLICATIONS

1. Collaborations on Publications on different International businesses magazines: Executive Excellence, Emprendedores, Inversval, Navactiva, Observatorio de Justicia y Empresa (Instituto de Empresa), Bolivia Exporta, Todo Trade Ecuador, Unipymes Colombia, V-Lex, Revista de Comercio Exterior Moneda Unica.
2. Los contratos en el Marketing internacional. Editorial ESIC. 2004
3. Comercio Exterior: Guía básica de negociación y contratación internacional. Editorial ESIC. 2012
4. Guía de Contratación Internacional y Gestión de Cobros y Pagos en el Comercio Exterior. Editorial ESIC. 2011
5. Guía de Contratación Internacional, Gestión de Cobros y Pagos y Arbitraje Comercial Internacional. Editorial CAMARA DE EXPORTADORES DE COCHABAMBA, BOLIVIA. 2008
6. Vocabulario de negocios internacionales. Editorial ESCUELA EUROPEA DE NEGOCIOS. 2004
7. Manual del programa de ayudas para la formación y práctica profesional de técnicos de comercio exterior IMADE. Editorial IMADE – ESIC. 2000.