



## Guillermo Garcia Associate

### Education

BS, Chemical Engineering, Instituto Tecnológico y de Estudios Superiores de Monterrey (ITESM), Mexico

Pursuing masters in Prospective and Strategic Studies, Escuela de Gobierno y Transformación Pública  
Benito Juárez, CDMX

Exchange Student at the Technische Universität Braunschweig in Braunschweig, Germany

### Languages

Spanish  
English  
German  
Italian



### Experience Summary

Guillermo is a chemical engineer and Strategic Foresight scholar with experience in the energy and sustainability sectors. He is technically skilled, creative, and has the foresight to drive impactful solutions. Guillermo has a practical approach, leadership qualities, and a strong commitment to a sustainable future.

### Representative Projects

As Commercial Manager of an energy company, Guillermo accomplished the following:

- Prospected and engaged with new clients and partners, playing a key role in the company's growth.
- Negotiated and secured Power Purchase Agreements (PPAs) between his employer and its clients.
- Responsible for the comprehensive elaboration and integration of power supply proposals.
- Tailored proposals to fit a diverse range of client profiles and needs, aligning with market trends and ensuring customer satisfaction.
- Contributed to enhancing the company's brand positioning strategy, which included social media management, attendance at industrial expositions, and affiliations with energy clusters.

In his capacity as Energy Consultant for a green-tech innovation company, Guillermo performed the following duties:

- Built from the ground up, a client portfolio of major energy-consuming businesses for the company's Energy Consulting start-up business unit.
- Tailored strategic recommendations on energy procurement projects by projecting different market participants' value offers and assessing their inherent market risks using a scenario modelling approach.
- Conducted evaluations of clients' operational, financial, and risk profiles, and modelled and forecasted their energy consumption profiles.
- Successfully negotiated PPAs alongside clients with key qualified suppliers operating in the wholesale electricity market.
- Coordinated and led RFPs with the Mexican wholesale electricity market's most important participants, as well as scenario modeling and risk assessment of suppliers' energy proposals.
- Performed energy audits on industrial sites, which enabled clients to achieve significant savings on their electricity bills.

In a previous role as process engineer, Guillermo effectively interpreted client needs to design and size water and wastewater treatment plants. He managed technical and commercial relationships with suppliers and clients, led the bidding process for treatment plants, and coordinated with various departments to meet clients' requirements. He also crafted comprehensive technical/economical proposals, including technical specifications, process flow diagrams, layouts, and piping and instrumentation diagrams.

### **Courses and Certifications**

- Tableau Desktop Principiante e Intermedio, Imagine Data
- Energy Manager in Training, Association of Energy Engineers
- Clean Power Professional Certificate, ImperialX
- Water Management XSeries Program, DelftX

### **Honors and Awards**

- Student Development Diploma, Tecnológico de Monterrey
- "Ing. Lauro Guillermo García Cano Toledo" Award to the Professional Potential in Chemical Engineering, Instituto Mexicano de Ingenieros Químicos
- Outstanding Student in Co-curricular Activities, Escuela de Ingeniería y Tecnologías de la Información
- Outstanding Student in Co-curricular Activities, Escuela de Ingeniería y Tecnologías de la Información
- 2012 - 2013 Outstanding Freshman Award, American Institute of Chemical Engineers