

Santiago Nájera

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Santiago Najera is an economist and lawyer. He holds a master's degree in finance, operations research, and total quality management, as well as doctoral studies in business administration. He has over ten years of experience in the areas of financial management in private and public companies. This includes experience in financial services, consumer companies, food, construction, mining and petroleum, where he dealt with issues related to finance and strategy and risk management. He has always been a key participant for decision making within each of these businesses. He also contributed as a consultant on economic issues from different ministers in Ecuador and Suriname, as well as played an important role in the making of laws for different sectors of the Ecuadorian economy.

EDUCATION:

Doctor of Business Administration

Pontificia Universidad Católica del Perú – CENTRUM
(November 2012 – Marz 2017)

Master in Operations Management and Logistics Management. (Msc.)

Escuela Politecnica del Litoral – ESPOL
December – 2010 (Guayaquil/Ecuador)

Master in Quality Management in Organizations. (Msc.)

Bureau Veritas
October – 2010 (Spain)

Master in Finance (M.A.)

Eurotechnology Business Institute –IEE
February – 2015 (Spain)

Diplom. in Logistics Management.

Universidad Técnica Particular de Loja – UTPL
February – 2009 (Loja/Ecuador)

Economist

Pontificia Universidad Católica del Ecuador
May – 2006 (Quito/Ecuador)

Lawyer

Universidad Técnica Particular de Loja – UTPL
September – 2010 (Loja/Ecuador)

Bachelor of Social Science, Policy & Economics.

Universidad Técnica Particular de Loja – UTPL
November – 2008 (Loja/Ecuador)

LANGUAGES:

- Spanish: Native language
- English: 90% (spoken and written)
- German: 70% (spoken and written)
- French: 60% (spoken and written)

TEACHING EXPERIENCE:

UNIVERSITY: Escuela Politécnica del Litoral
Location: Quito and Guayaquil – Ecuador
Faculty: Faculty of Science

Program: Master in Operations Management and Logistics Management
Course: Quality and Cost in Logistics (2010-2012)
Course: Thesis Seminar (2011-2015)

Program: Master in Management of Productivity and Quality
Course: Thesis Seminar (2011-2012)
Course: Models of Quality Management (2010-2012)

UNIVERSITY: Pontificia Universidad Católica del Ecuador
Location: Quito - Ecuador
Faculty: Business School

Program: MBA with specialization in Quality and Productivity Management
Course: Environmental Management Systems (2012-2014)
Course: Audit of quality systems (2013-2015)

Faculty: School of Economics
Program: Economics
Course: Petroleum policy (2014)

UNIVERSITY: Universidad Central del Ecuador
Faculty: Faculty of Geology, Mines, Petroleum and Environmental
Program: Master on business management (emphasis on the energy & mining sector)
Course: Thesis and dissertation Supervision (2015)

WORK EXPERIENCE:

PRODUCTIVITY AND EFFICIENCY MANAGER (PRONACA)

Location: Quito – Ecuador

From: since July 2016

Experience: In charge of the supply chain of 3 production facilities from the company, with a total output of 60.000 tons per month.

OPERATIONAL MANAGEMENT COORDINATOR HEAD OF THE RISK DEPARTMENT (PETROAMAZONAS EP)

Location: Quito – Ecuador

From: June 2012 – June 2016

Experience: Responsible for comprehensive risk assessment of the company and the industry, proposing measures for prevention and mitigation of potential events that may affect the company's strategic objectives.

Responsible for monitoring the efficiency of the budgeted expenditure and productive of the different oil fields of the company

- Advisor to the Government of Suriname on issues related to natural resources and non-renewable resources, as part of bilateral cooperation agreements with the Government of Ecuador.
- Advisor to the Ministry of Non-Renewable Resources
- Advisor to Vice Minister of Mines
- Advisor to the Secretary of Hydrocarbons
- Member of the negotiating team in charge of the large-scale mining contracts
- Member of the coordination team for the Southeaster Oil Round
- Member of the coordination team for the Mature Oil Fields Round

FINANCIAL MANAGER (DYNASTY METALS & MINING)

COMPTROLLER (ELIPE S.A.)

Location: Quito – Ecuador

From: January 2012 - May 2012

Experience: In charge of consolidating the balance sheets of subsidiaries in Ecuador, and report monthly to the matrix in Canada on the evolution of the company. Preparation and monitoring of the annual budget of Ecuador subsidiaries, and responsible for the administrative areas of the different subsidiaries.

PRODUCTIVITY AND EFFICIENCY MANAGER (PRONACA)

PROJECTS AND OPERATIONS MANAGER (PRONACA)

PROJECTS AND OPERATIONS SPECIALIST (PRONACA)

Location: Quito – Ecuador

From: December 2006 - January 2012

Experience: Improving and optimizing industrial processes, analyzing capacities, flows and opportunities for future improvement. Evaluate business future changes and evaluation of new business from the productivity standpoint and the financial impact within the corporation.

COST AND BUDGET FINANCIAL ANALYST (DINERS CLUB)

Location: Quito – Ecuador

From: June 2005 - December 2006.

PUBLICATIONS:

- Najera, S. & Montenegro, D (2017) La Generación e Implementación de la Estrategia en una Empresa y su Influencia en las Políticas de Calidad en la Industria Ecuatoriana: un Estudio de Caso. INNOVA Research Journal, 2(8).
- Najera, S. & Guerrero, M (2017). La formación y aprobación de la estrategia en las grandes empresas del ecuador: un estudio del caso. INNOVA Research Journal, 2(7).
- Najera, S. (2017). The Strategic Process in Large Ecuadorian Enterprise: A Case Study. PAN-PACIFIC CONFERENCE XXXIV. Conference Paper..
- Najera, S. (2016). El Rol de a Ética en los Estilos de Liderazgo. INNOVA Research Journal, 1(5).
- Najera, S. (2016). Liderazgo, Creatividad y Pensamiento Crítico. INNOVA Research Journal, 1(4).
- Najera, S. (2016). Integrando el Pensamiento Crítico. INNOVA Research Journal, 1(3).
- Najera, S. (2016). Teoría de Juegos y Gestión Estratégica. INNOVA Research Journal, 1(1)
- Najera, S. (2016). Liderazgo e Inteligencia Emocional. INNOVA Research Journal, 1(1).

- Najera, S. (2014). Inversión en investigación y desarrollo, motores del crecimiento económico, Smart Business – INDEG, abril 2014
- Najera, S. (2010). Optimizing the Swine Industry Through the Optimization of the Production
- Pyramid at the Breeding Farms, using Markov's Chains, ALIO / INFORMS, 2010
- Sandoya, F., Duque, J., & Najera, S. Matriz de Optimización de Cortes de Cerdos & Asignación Estructurada de Costos. REVISTA TECNOLÓGICA ESPOL, Vol. 9 (No. 1): 22-25.
- Najera, S. Matriz de Optimización de Cortes de Cerdos, CLAIO 2009