

ALEJANDRO URCIUOLO

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PROJECT MANAGER / DIRECTOR | CULTURALLY-ASTUTE WITH INTERNATIONAL EXPERIENCE IN EUROPE, INDIA AND ARGENTINA OFFERS PROVEN SUCCESS FACILITATING NEW BUSINESS DEVELOPMENT AND LEADING CONSULTING ENGAGEMENTS

Chartered Civil Engineer (CICCP - CEng MSpICE) and results-focused Project Manager / Director with proven success opening new offices to introduce multinational companies to new international market locations. Recently drove business development throughout Eastern Europe and Balkan regions, consolidating presence in countries, including Hungary and creating / leading local teams. Accustomed to planning and leading multi-million Dollar / Euro construction and infrastructure projects while leading, motivating and providing strategic direction to multifaceted teams, conducive to service excellence; strong team leader with excellent interpersonal communication skills (speaks fluent English / Spanish, intermediate Romanian and basic Portuguese) – improving cultural awareness through global experience and professional courses in the USA and Spain. Demonstrates in-depth analytical and strategic ability to facilitate operational and procedural planning while adopting a proactive approach to problem solving; proficiencies include:

- Influencing and Negotiation
- New Business Development
- Budgetary Controls
- Project Management
- Infrastructure Projects
- Decision Making
- Organisation and Planning
- Stakeholder Engagement
- Relationship Building
- Analytical Thinking
- Proposal Preparation
- Strategy Implementation
- Resource Management
- Interpersonal Communication
- Team Collaboration

PROFESSIONAL EXPERIENCE AND ACHIEVEMENTS

2012 – Present **Director for Eastern Europe (based in Poland)**
COPROSA, OVIEDO

Currently leading the development of the Polish branch and the rest of Eastern Europe; representing the company with clients and Government departments while monitoring Profit and Loss.

Key achievements

- Successfully managed project scope, cost, schedule, scope and contractual performance deliverables.
- Identified and mitigated against any arising risks and issues.
- Monitored and minimised project expenditure in line with stringent budgetary constraints.
- Identified and followed up opportunities to promote rapid business growth throughout Europe.

2008 – 2012 **Director for Eastern Europe (based in Hungary)**
EZENTIS INFRAESTRUCTURAS, VALENCIA

Organised and supervised Hungarian, Romanian, Bulgarian and Moldovan Republic branches while overseeing business development and assuming full Profit and Loss accountability.

Project achievements

- Expressway M43, Szeged, Hungary (Ministry of Transportation) €113m budget.
- Urbanisation “Mirador”, Tartasesti, Romania €45m+ budget.
- Moto GP Circuit in Balaton Ring, Hungary, €31m budget.
- Bucharest, Romania Historic Centre Rehabilitation, €30m+ budget.
- WWTP and WTP in Smolianski Ezera, Bulgaria, €22m+ budget.
- Industrial Area Priboiu-Branesti, Romania rehabilitation €14m+ budget.
- Braila Historic Centre Rehabilitation, Romania, €7m+ budget.

ALEJANDRO URCIUOLO MURATTI

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PROFESSIONAL EXPERIENCE AND ACHIEVEMENTS CONTINUED...

2003 – 2007 **Project Manager Joint Ventures**
CORPROSA, ASTURIAS

Implemented and monitored the economic and technical results of projects in Spain and represented the company with official authorities and clients while reporting directly to the Construction Managing Director.

Construction project highlights

- High speed train Madrid: Levante, Minglanilla - Embalse de Contreras, €83m budget.
- High speed train: Eje Atlantico de Alta Velocidad, Tramo: Portas – Vilagarcia €76m budget.
- High speed train Madrid: Levante, Access to Murcia City, €61m+ budget.

EARLY CAREER SUMMARY

- Facilitated the development of a \$9m concrete expressway between Bombay and Pune in India as Chief Project Manager at Elsamex International, India (2001 – 03).
- Planned and executed a variety of multi-million Dollar road construction projects at F. Gomez y Cia, Santiago Compostela (1998 – 01); evaluated and monitored the performance of subcontractors to ensure product quality.
- Led site construction activities as Project Manager for Copyc, S.A., Argentina (1995 – 98); oversaw staff and contractors while interfacing with, and reporting to management on a daily basis.
- Provided leadership, motivation and direction to staff in numerous multi-million Dollar projects as Site Manager for companies in Spain and Argentina (1985 – 95).

ACADEMIC ACHIEVEMENTS

1994 **Master in Business Administration (MBA)**
BUSINESS SCHOOL, LA CORUÑA, SPAIN

- Improved ability to think logically, laterally and independently while analysing business planning and operations management issues.
- Developed business communication, presentation and report writing skills, together with negotiation, critical analysis, team building and resource / time management skills.
- Gained awareness of organisational analysis, strategy, decision making and managerial economics.

1986 **Master in Civil Engineering**
INGENIERO DE CAMINOS CANALES Y PUERTOS

PERSONAL DETAILS

Date of Birth: 25 February 1963

Status: Married

Nationality: Spanish