

Alejandro R. Symonds

Address: C/ Colonia Santa Isabel 1 C 3-D,
03690, San Vicente del Raspeig Alicante. Spain
E-mail: alexsymonds@protonmail.com
Phone: +34 641567184



OBJECTIVE: To integrate Institutions and Governments and its Eco-Systems into
The Digital Global Business Market.

EXPERIENCE

September 2024-Ongoing TTI S.A. Technology Trade and Investments SA, Switzerland - Remote Manager-Partner Swiss Family Office Club Spanish LATAM

Technology
Sales & Business Development
(B2B + B2G) as an Advisor & Manager, as a Service, or as an Agent, International Trade & Distribution, Swiss Made or Swiss Quality.

Trade
International Trade & Distribution, Fintech, Blockchain Ecosystems
Swiss Made or Swiss Quality (Bio, Brands, White Labels)

Investments
Private Banking, Real Estate, Fund Raising
Advisory & Business Services

January 2024-September Ecuagronor S.A.S. Ecuador – Europe Foreign Business Relationships and Trade Manager

Build and launch projects and companies with their own reliable and self-sustaining ecosystem models such as sources for higher education and models for the global business market.
Drive high-quality products and services for higher revenues and profits to drive growth
ambitious in economic and efficient solutions for the social finances of Indigenous peoples and Indigenous peoples of the Amazon.

December 2021- May 2023 Webhelp Agent Customer Service

We are introducing and working on all sectors of Digital by managing B2B-B2B-B2C customers by a remote desk.
Offering an excellent customer experience for our customers by responding by phone, email, web forms, and web chats, using Freshdesk and Salesforce Software.

2016- Source Energy Global Solutions S.A. de C.V. Mexico President

Primary responsibility for the day-to-day leadership, operational management, and growth of the SEGS's businesses. Guiding the organization as it moves into the next phase of growth and strategy. In addition, with significant passion and vision, a deep understanding of renewable energy in the context of current initiatives including Educational Government Institutions as Private Power Generation & Infrastructure, and strong expertise and appreciation of the renewable efficient energy and the conventional energy industry and Transportation with a total commitment to our mission.

With exceptional leadership and diplomatic skills, speaking and closing business deals in English, Spanish, Dutch, French and Italian with different International Companies and corporations working closely on Efficiency Energy technologies.

I'm responsible for working closely with the Board of Directors to develop and execute a strategy for achieving SEGS's mission and goals, which include:

Operations Management

- Ensure, with the Board of Directors, the financial health of SEGS's businesses to meet the agenda and objectives set by the Board.

- Develop, implement and manage a business and financial plan that will provide stable sources of revenue to support short-term and long-term organizational goals.

- Engage external partners, foundations, and others, to solicit funding support for SEGS's businesses.

- Attract, retain and develop high performing professional staff to execute SEGS's objectives and strategy.

- Work with the Board of Directors and members to ensure effective governance processes and committee structures to maintain engagement of all member companies.

Market Promotion

- Ensure SEGS promote sound policies that lead to increased use of renewable efficient energy sources and helps to position renewable energy as a clean, sustainable and affordable energy resource for the U.S. and internationally.

- Seek the continued expansion of market growth through the convening of conferences and other activities that supply access to financial investment for the renewable energy industry.

- Manage and guide continued advancement of SEGS's businesses. Energy Fact Check web communications platform. Energy Fact Check provides accurate, objective, non-partisan information on the renewable efficient energy industry. Actively engage in fundraising strategies for the platform. ·Continue to educate the public, investment community and others on the latest developments in renewable energy.

- Deliver the facts about renewable energy and decrease the myths from opposition.

- Work collaboratively with the renewable energy industry trade associations to help ensure a coherent message is delivered across all renewable energy policy and finance-related activities and affected constituencies.

- Facilitate consensus among the Board of Directors in establishing educational objectives to address legislative and regulatory issues that are critical to the promotion and expansion of the U.S.A Canada and Mexico renewable efficient energy industry to serve it as "Smart Cities Packet Solution" tot the rest of the World.

- Serve as a spokesperson and representative for the renewable energy industry on public policy matters before Government agencies, Congressional hearings, other public forums and the media.

- Seek out and develop opportunities for collaboration and coalitions with other organizations in order to:

- 1.- Expand the use of renewable efficient energy;

- 2.- Utilize renewable efficient energy as fully as possible to achieve major national and international energy, economic and environmental objectives; and

- 3.-Educate stakeholders and affected constituencies on the value proposition behind renewable efficient energy.

2007 - 2012 Home Automation SL Cys and Cys Bionics S.L. International Sales & Distribution

* Promotion, distribution, sale and purchase and installation of energy managed for international companies and government services in The European Community with languages as: Spanish, English, French, Italian, German, Dutch, and Flemish.

* Patent only saving energy and CO2 called Econectric ., Promotion, management, search and connection of international investors in the high-tech enterprise of the Spanish Energy Cys Bionics.

2006-2007 Banque de Paris ET Des Pays d'Outre-Mer (Bank Of Paris and Offshore Countries) General Director (OFFSHORE BANKING) Luxemburg-Monaco-Tanger-Panama

Duties and responsibilities

Maintaining the Registers of Members, of Directors and Officers and of Mortgages and Charges at the company's Registered office; in different languages: French, Flemish, German, Italian, Dutch and English.

- Ensure that the company complies with reporting requirements under the International Law such as filing of the annual return, notifying of changes to directors and officers or changes to the registered office address;

- Responsible for ensuring that the company complies with accounting requirements;

- The Duty to ensure that no distribution or dividend is paid to members out of the share premium account and no redemption or purchase of its own shares is made, unless the statutory solvency test is met;

- The directors of an insolvent company have a duty to cooperate with the liquidator;

And

- The directors are in breach of their statutory duties where they divest the company of assets or tamper with the books of the company with the intent to defraud creditors or contributories in advance of or during a winding up, providing for offences of theft, fraud, and publishing false or misleading statements with an intent to deceive members or creditors and false accounting.

1999-2006 Best Western Hotels. Zoetermeer, Netherlands Auditor Business Hotel and Private Departments.

* Supervision and Management of business accounts. Preparation of payments and bank transfers of the hotel.

* Accounts and management of the accounts of all services using the Excel software and Citadel.

Interfax International. Telefax SA 1987-1988 Japan-Los Angeles California. USA - Mexico. Executive Business Accounts.

* Promotion, sales management and telecommunications.

* Communication equipment and Telefax brand Sharp, Canon, Ricoh, Panasonic, the highest level of international business.

Source Energy Global 2012-2014 Virginia, USA - The Hague, TheNetherlands. Chief Finance Officer (CFO)

* Business Management for International Infrastructure Projects in South America and the Caribbean, Europe and Asia Switzerland United Arab Emirates, Dubai, Qatar. Investment and financial investors found through hedge funds and private banks.

EDUCATION

International Business School HEAO (Hoger Economisch & Administratief Onderwijs) 'S-Hertogenbosch. The Netherlands. Class 1994-1996

Economics Linguistics (International Economic Business and Languages School) (Master International Business and Administration) 6th Quarter

The International Business and Languages College, prepares you for international business. You become a multilingual global citizen with knowledge of cultures and international economy speaking at less three different World business languages as Spanish, Dutch and English

You learn to take and follow lessons in marketing, communications, and sales, cultural and financial management. The program is internationally oriented and languages are very important. In addition to English, from the third year, all lessons are in English. You walk half a year internship abroad and you follow a minor at a foreign university.

In the International business area, is defined as the link between his company/organization and the international environment, which is in the interests of his company or organization charting, setting targets and this translates into plans maintaining contacts by the international relations of his company or organization, in particular on three areas:

- International purchasing, sales and account management;
- International communication management;
- Export management.

Translating these contacts in activities at the strategic, tactical and operational level.

Advising to appointed work problem-oriented and have good knowledge of the languages and its cultures.

The recommendations to improve business processes and products are applicable for the companies involved.

(Economic and Linguistic Baccalaureus Certification College is since June 1999 no longer recognized because the Bologna Declaration of 19 June 1999,

Higher Economic and Administrative Education of HEAO is a former education term in the Netherlands. It included the higher education

level university in the fields of trade and economy, such as accounting, insurance, business management (executive) secretariat etc. Often lay the courses in the extension of secondary education ("junior college") and (leao). Schools with such department belong since the introduction of the bachelor-master for HBO and deliver diplomas from the bachelor and Master level. Under the Old Dutch, education graduates in HEAO received a Bachelor and Master of Science degree.

<http://www.magna-charta.org/resources/files/text-of-the-bologna-declaration>

Dutch: https://nl.wikipedia.org/wiki/Hoger_economisch_en_administratief_onderwijs

<http://www.volkskrant.nl/binnenland/doel-hbo-studies-met-combinatie-talen-economie-vaak-onduidelijk~a487935/>

My characteristics on Business:

- Energetic, ethical, enthusiastic; willing to offer opinions and Judgments; calm and steady under pressure;
- Team oriented and leading by example;
- Passionate and committed to advancing a broad spectrum of renewable energy technologies (power and fuels);
- Open minded and an active listener;
- Politically savvy and have good business acumen;
- Action and results-oriented; and
- Diplomatic but without compromising the organization's interests

Adventurous, entrepreneurial, and commercial. The economy excites the site, like other cultures. Internationally oriented and have a gift for languages. From that passion, you would like to collaborate with people from different countries.

Technical Skills

Operating Systems and OS programs: Citadel, Argus, Amadeus. Salesforce, Windows 10-11 Excel, Word, Office, Apple OS El Capitan, Sierra, etc., and the Internet of the Things (IoFT) Fintech (Blockchain).

Interests:

Read history and economy, energy, and efficient energy saving. New Eco-systems such als Smart Cities, Fintech, AI and Blockchain

Languages: English, Dutch, Spanish.