

Leonardo Requena, Program Director | Founder

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LINKS

[linkedin.com/in/leoreq/](https://www.linkedin.com/in/leoreq/), [youtube.com/bookmovement](https://www.youtube.com/bookmovement)

PROFILE

Driven by a founder's mindset, I am a strong generalist that will quickly gain proficiency in any task/skill required to move the project forward. Recognizing a company's worth lies in its talent, I've spent the past 8+ years enabling startup founders from non-traditional regions to accelerate their growth. I seek roles where I can continue to elevate startup growth.

SKILLS

Fast Learner	Data Analysis
Startup Acceleration	Process Design & Control
Teamwork	Knowledge Management
Communication	Growth Hacking
Leadership	SQL
Adaptability	Index Technologies
Reverse Engineering	Bloomberg

LANGUAGES

Spanish	Native speaker	English	Highly proficient
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EMPLOYMENT HISTORY

Mar 2022 — Aug 2023

Program Director, BuenTrip Hub

Directed BuenTrip Hub's accelerator program, refining startup trajectories for optimal fundraising readiness tailored to each one of our founders needs. Managed curriculum design, program communication, founder scouting and selection, mentor selection and on-boarding, session logistics, and feedback mechanisms.

Achievements:

- Steered two yearly cohorts, escalating 10 Latin-led startups, each securing \$250K+ in pre-seed rounds post fundraising initiation
- Orchestrated the third Opportunity Summit - an immersive week-long digital conference for Latin founders, registering 1,160+ attendees who engaged with 6+ hours of live content on average.

Dec 2016 — Mar 2022

Growth Consultant

I accelerated 10+ startups/business growth through refining strategic decisions, optimizing key metrics, honing business models, and leveraging on key technology.

May 2020 — Dec 2022

Co-Founder, Bookmovement.co

Driven by a mission to transform lives through the legacy of knowledge. We dissect business and science books with experts across platforms like YouTube, Facebook, LinkedIn, and Spotify.

- Over 180 book reviews with over 2.7K youtube subscribers.

Dec 2016 — Dec 2020

CEO and Co-Founder, MAKE cowork

Santa Cruz de la Sierra

MAKE Cowork, among Bolivia's pioneer coworking spaces, caters to professionals and enterprises aiming to expand their networks and business ventures.

- Within a year, 100+ companies engaged with us; hosted events attracted 200+ attendees and facilitated 40+ business connections.
- Proactively drive initiatives that optimize client costs and elevate project success rates.

Jan 2016 — Dec 2016

CEO and Co-Founder, Ambientes Proyectados

Santa Cruz de la Sierra

Ambientes Proyectados, Bolivia's representative for the ITALINEA franchise, delivered innovative furniture design solutions. Leveraging strategic partnerships and expertise, we secured the franchise from Brazil's Todeschini group.

- Our commitment to quality yielded steady revenues, self-funded investments, and organic growth through client referrals.
- Regulatory shifts affecting furniture imports led to the company's closure.

Jan 2012 — Dec 2015

Senior Research Lead - Index Quant / Financial Services, Evalueserve

Viña del Mar

- Oversaw Equity Index and Fixed Income Index teams based in Chile, leading a high-performing team of 11 analysts.
- Expanded the team's scope into additional development projects, including:
 - The successful launch and dissemination of multiple emerging market bond indices.
 - Implemented data integrity measures, standardizing data cleaning protocols for historical bond prices and analytics calculations.
- Elevated operational efficiency by instituting a centralized repository of best practices, alongside compliance guidelines, to streamline production support procedures.

Jul 2009 — Dec 2011

Fixed Income Team Lead - Index Quant / Financial Services

Viña del Mar

- Led a specialized team of 4 analysts, providing round-the-clock support and maintenance for Fixed Income Indices during New York trading hours.
- Administered the support and upkeep of an extensive portfolio of over 6,000 Fixed Income Indices, covering a broad spectrum of developed and emerging markets, as well as diverse asset types like sovereign and credit issuance's.
- Designed, refined, and updated six proprietary Fixed Income and Multi-Asset strategy models, significantly enhancing the team's capabilities in back-testing and strategy evaluation.

EDUCATION

Jan 2008 — Dec 2008

Master of Science in Finance, Universidad Adolfo Ibanez

Viña del Mar

Graduated with Honors: Award "R.P. Jorge Gonzales Forester J.P." For graduating with the highest grades in the Master of Finance program.

Assistant-ships in the following courses: 1) Asset and Equity Management 2) Futures, Forwards and Swaps and 3) Financial and Real Options.

Jan 2004 — Dec 2007

Commercial Engineer, Business Administration and Management, Universidad Adolfo Ibanez

Viña del Mar

Activities and Societies: Minor in Political Sciences, Political Affairs Honor Course

EXTRA-CURRICULAR ACTIVITIES

Oct 2018 — Present

Co-Founder, VPE, Past President, Toastmasters International

Santa Cruz de la Sierra

I was one of the 5 members who went the extra mile to start what is the first and up to date only Toastmasters club in Bolivia, called Santa Cruz de la Sierra Toastmasters Club. Since its start I have continued to be an active member of the committee as Vice President of Educación, President and now Past President of the club.

Jan 2019 — Present

Collaborator in the Learning Community Book Club, Learning Community BO

Santa Cruz de la Sierra

Have been an active member of the first business centered book club in Santa Cruz de la Sierra. The focus of this club is to foster collaborative learning by reviewing a book monthly, and consolidating the groups overall understanding of the key takeaways of the book.

We have and continue to foster reading as a must have habit for everyone's success.

HOBBIES

Learning from different industries
Connecting great minds
Talent Development
Technology
Learning Methods
Reading
Programming