

# ANDRÉS RODRÍGUEZ ROWE

## Personal Information

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## Professional Experience

- 2020 - 2022 **INVESTCHILE** **Chile**  
**Managing Director.**  
**Foreign Investment Promotion Agency.** Institution of the State of Chile dedicated to the FDI promotion, attraction, retention and the improvement of the investment climate through policy advocacy initiatives. The Position reports to the President of the Republic, through an FDI Committee formed by the ministers of Economy, Finance, Foreign Affairs, Energy, Mining and Agriculture.
- Managed to grow investment projects portfolio to a record amount of US\$27.8 billion (+25.1% compared to year 2020) with an equivalent of 20,686 potential jobs (+37.8%).
- 2018 – 2020 **HORTON INTERNATIONAL, LCC. (HIES)** **Chile, Argentina**  
**TOMATE CONSULTING SPA**  
**Managing Partner.**  
Partner of HIES Chile, branch of multinational executive search firm, and Tomate Consulting, consultants in Corporate Governance, Strategy and Planning.
- 2013 – 2017 **SOUTH AMERICA RETAIL GROUP, “SARGOBRANDS”** **Chile**  
**Executive Director/Equity Partner**  
Annual sales of US\$10 million. Distribution and marketing of international brands of clothing, footwear and accessories through owned stores, department stores and e-commerce. Brand representative for *Free People, Vince Camuto, LuckyBrand, and Nickelodeon*.
- Developed the business, integrated equity partners and raised capital for US\$7 million.
  - Structured the organization, hired team, implemented processes, outsourced activities and planned and executed store opening plan.
- 2009 - 2013 **INTEGRATION CONSULTING** **Chile, Colombia, Peru, Argentina, Brazil**  
**General Manager, Chile Office.**  
Largest strategy and management consulting firm in Brazil, with offices in the main markets of Latin America, the United States and Europe. Firm specialized in operations, marketing and sales, finance, supply chain, and implementation.
- Multiplied office revenues, with local clients and entering Peru and Colombia (US\$6 million, +400%).
  - Led successful consulting projects in the region:
    - New market entry strategy (plastics and container factory in Colombia).
    - Route to Market liquors and wines (Chilean winery and multinational liquor company)
    - Improvement of supply chain operational efficiency (fishing company).
    - Cost reduction in operational and administrative processes (mass consumption company and multinational laboratory).
- 2002 - 2009 **CENCOSUD S.A.** **Chile, Colombia**  
2007 **CEO Cencosud Colombia**  
Responsible for the planning and launching of operations of Cencosud in Colombia. Direct relationship with de Colombian government for investment, lobby, incentives and permits.
- Designed and executed Colombia's business plan with an investment of over US\$300 million.
  - Developed business model and commercial / financial / operational plan – more than 500 suppliers and 30,000 references.
  - Structured, hired and managed local team and stores (+300 people), set up support structure and opened first Easy store in Colombia (10,000m2).
  - Implemented alliance with a local bank to issue Cencosud credit card with VISA International.
  - Launched Easy insurance business in through a partnership with AIG International.
- 2005 **Corporate Planning and Business Development Vice President.**  
Joined the Cencosud team after the acquisition of Paris S.A. Responsible for government affairs, long-term planning, evaluation of acquisitions, internationalization of the firm and new businesses.

- Evaluated and co-executed the company's entry plan to Colombia and Peru.
- Co-managed the acquisition process of a supermarket company in Colombia -- Almacenes Éxito S.A.-- ending in an association with the controlling group Casino Guichard Perrachón.
- Led the financial evaluation and negotiation process for Wong Supermarkets, Peru.
- Managed the evaluation and acquisition process of supermarket chains in Chile.
- Led the first Cencosud joint purchasing team – negotiation process with the 60 largest inter-format suppliers, with bottom-line economic impact of over US\$3 million/year.

2002 - 2005

**Planning and Business Development Manager – Paris S.A.**

Responsible for the financial and long-term planning, investment evaluation, acquisition of new businesses, expansion plans and the corporate budgeting process.

- Led the business planning and development process – “Strategic Agenda 2004-2006”.
- Acquired UMBRALE S.A., appointed interim CEO for 6 months to restructure the business.
- Developed and implemented plan to improve store efficiency - cost reduction of US\$7 million.

1997 - 2002

**BOOZ-ALLEN & HAMILTON INC., CHILE**

**Chile, Argentina, Brazil**

**Consultant. Strategy / Retail & Consumer Goods.**

Management of strategy, operations and implementation projects; identification and development of clients in Chile and Argentina; research and development of intellectual capital for the firm.

- Led team in strategic planning process and implementation of management control model of leading Chilean airline.
- Responsible for post-merger integration of two Argentine cement companies.
- Led team for the conceptualization and implementation of operational integration model for multinational fuel industry -- Argentina, Uruguay and Paraguay.
- Led team for an international mining cost reduction project in northern Chile.

1992 - 1995

**J.P. MORGAN CHASE**

**Chile**

**Assistant Manager. Capital Markets Group.**

- Co-led team in charge of the first issue of Chilean Eurobonds, "Celulosa Arauco y Constitución S.A." (US\$150 million).
- Participated in the consultancy for Trasandino Gas Pipeline (investment of US\$1billion).
- Structured and managed the Equity Research Division.

**Education**

1995 - 1997

**HARVARD UNIVERSITY**

**United States**

**Master in Business Administration (MBA).**

1988 - 1992

**PONTIFICIA UNIVERSIDAD CATOLICA DE CHILE.**

**Chile**

**Business Administration.** Graduated with distinction.

1985 - 1987

**NEW YORK INSTITUTE OF TECHNOLOGY.**

**United States**

**Industrial Engineering.** Three semesters. Dean's List.

**Other Relevant Information**

2000 – to  
date

**PONTIFICIA UNIVERSIDAD CATOLICA DE CHILE**

**Part- Time Professor.** Undergraduate Business Administration and MBA UC.

- Teaches “Entrepreneurship in Action”, “Strategic Management” and “International Business”.

2014 – to  
date

**INDEPENDÍZATE FOUNDATION. Vice President of the Board.** Pro entrepreneurship and employment foundation.

2014 - 2017

**HARVARD BUSINESS SCHOOL. Alumni Global Board Member.** Boston, MA.

