

PERSONAL INFORMATION

Juan Ignacio Zaffora

WORK EXPERIENCE

-
- 1 Jan 2017–Present **Acceleration Program Manager**
Ship2B, Barcelona (Spain)
www.ship2b.org
- Manage 4 acceleration and investment Labs in 2017 (Tech4Social, EduTech, Bridge2Work, and Water4Action), and Tech4Climate in 2018 and 2019. In charge of design and execution of selection, evaluation and acceleration processes.
 - In charge of designing the acceleration methodology for all Labs of Ship2B.
 - Design and facilitation of several workshops for social and environmental impact entrepreneurs (business models, social impact, pitch, team building, etc.)
- 18 Mar 2019–Present **Guest Lecturer**
Toulouse Business School, Barcelona (Spain)
<https://www.tbs-education.es/en/social-innovation-change>
- Teaching 12 hours in the track “Social Innovation & Change”, module “Management for Social Ventures” for undergraduate students.
- 1 Jul 2018–Present **Lecturer in Social Entrepreneurship**
Learning by Helping, Barcelona (Spain)
www.learningbyhelping.org
- Design and teaching classes and workshops for creativity students, about designing social business models, lean startup for social entrepreneurship, impact investment, etc.
- 1 May 2017–Present **Lecturer in Social Innovation, Mentor**
Akademia Bankinter, Barcelona (Spain)
<https://www.fundacionbankinter.org/akademia/you>
- Teaching one class per program about social impact business models and mentoring the participants in the creation of their final projects for the program
 - Judge of the demo day in Barcelona.
- 1 Jul 2016–30 Sep 2016 **Early Stage VC-Scout**
Startupbootcamp, Barcelona (Spain)
<https://www.startupbootcamp.org/accelerator/iot-data/>
- In charge of recruiting the best startups in Europe in IoT, big data, and cybersecurity. Position 100% in English, with a multidisciplinary and international team.
- 1 Jul 2012–30 Jan 2016 **Entrepreneurship and Innovation Consultant - Partner**
Ematris, Santiago (Chile)
www.ematris.cl
- Consultancies in Business Plans, market studies and formulation of R & D projects for technology-based companies, start-ups and top universities in Chile.
 - Design and facilitation of workshops related to entrepreneurship and innovation such as: Business Model Canvas, Lean Startup, Cash Flows, Entrepreneurial Skills, Leadership, Social Entrepreneurship, etc.
 - We grew from 3 to 12 full-time consultants in the period and achieved certification as B-Corp in 2013, being in the first 30 B-Corps of Latin America.
- 1 Jan 2012–30 Jun 2012 **Regional Marketing Director**

AIESEC in Southern Cone (Argentina, Chile and Uruguay), Santiago (Chile)

Main tasks:

- To develop strategies for improving the positioning of the AIESEC brand virtually in the youth market.
- To lead 3 Regional Support Teams (Community Managers team, Webmasters team and External Relations team)
- To make strategic alliances with youth organizations.
- Facilitate and working in logistics in different regional and international conferences.

1 May 2010–31 Dec 2011

Co-founder and President

AIESEC in Bahía Blanca, Bahía Blanca (Argentina)

After recruiting and training the foundation team (the first executive board), the main tasks were:

- Overall responsible for AIESEC experience implementation, in charge of tracking the effects on all the AIESEC Structure elements (more than 45 members).
- Management and coaching of the Executive Board to ensure efficiency, accountability, and sustainability of operations.

1 Mar 2005–15 Jul 2009

Intern and Research fellow

Universidad Nacional del Sur, Bahía Blanca (Argentina)

I Participated in several projects during this period, such as:

- Research Fellow in a research project interviewing agricultural producers in the districts of Coronel Suárez, Saavedra, Puán, Bahía Blanca, Villarino, Adolfo Alsina and Patagones, carried out within the framework of the Development Plan of the South-West of Buenos Aires, in agreement with the Ministry of Agrarian Affairs of the Province of Buenos Aires. (2008)
- Surveyor supervisor. Social study "Families count" performed by the Ministry of Social Development of the Nation (SIEMPRO - SISFAM) in collaboration with the UNS. (2008)
- Data Entry for socio-economic impact studies carried out by teachers-researchers from the Department of Economics of the UNS. Use of SPSS 11.5 (2007)
- Pollster of homes and businesses in various market studies conducted in Coronel Suárez, Junín and Pehuajó, Province of Buenos Aires, Argentina (2005-2009), Surveys of low income families in two social studies in coordination with the Municipality of Bahía Blanca, Argentina (2008).
- Interviews with agricultural producers in the annual production study (2008 and 2009) of CORFO Rio Colorado, Province of Buenos Aires, Argentina.

EDUCATION AND TRAINING

1 Sep 2015–30 Jul 2016

Master in Creation and Management of Innovative and Technology-based Companies

Universitat de Barcelona, Barcelona (Spain)

1 Jul 2013–1 Mar 2014

Postgraduate Diploma in Social Economics and Fair Trade

Universidad Alberto Hurtado, Santiago (Chile)

3 Mar 2002–1 Jan 2009

Licenciate in Economics

Universidad Nacional del Sur, Bahía Blanca (Argentina)

PERSONAL SKILLS

Mother tongue(s)

Spanish

Foreign language(s)

| UNDERSTANDING | | SPEAKING | | WRITING |
|---------------|---------|--------------------|-------------------|---------|
| Listening | Reading | Spoken interaction | Spoken production | |
| | | | | |

| | | | | | |
|------------|----|----|----|----|----|
| English | C1 | C1 | C1 | C1 | C1 |
| Portuguese | C1 | C1 | B2 | B2 | B1 |

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user
Common European Framework of Reference for Languages