

Proposed position: Expert n° 1

1. **Family name:** Vinagre Busto
2. **First names:** Isabel María
3. **Date of birth:** 04/05/1973
4. **Nationality:** Spanish
5. **Civil status:** Married
6. **Education:**

Institution	Date from dd/mm/yyyy	Date to dd/mm/yyyy	Degree(s) or Diploma(s) obtained
European School, Spain	01/09/2016	26/06/2018	Professional Degree in International Business
UTEL, Mexico	19/04/2021	Estimated End 28/02/2024	Bachelor Degree in International Business
Port Authority from Gijón and FENA Business School, Spain	21/10/2011	28/04/ 2012	Postgraduate in Port Management – International Logistic
Official College of Technical Mining Engineers of the Principality of Asturias	01/10/2001	06/05/2002	Technician in Labor Risk Prevention.
Oviedo's University, Spain	01/10/ 1991	30/09/2000	Bachelor Degree in Industrial Engineering (77% passed – assimilated to Industrial Technical Engineer). *Attached record of califications.

7. Language skills:

Indicate competence from A1 (beginner) to C2 (proficient). The competence level is based on the Common European Framework of Reference for Languages. See: <https://www.coe.int/en/web/common-european-framework-reference-languages/table-1-cefr-3.3-common-reference-levels-global-scale>. The linguistic competencies are to be demonstrated by certificate or by past relevant experience.

Language	Reading	Speaking	Writing
Spanish	C2	C2	C2
English	C1	C1	C1
French	B1	B1	B1

8. **Membership of professional bodies:** N.A.
9. **Other skills (e.g. computer literacy, etc.):**

Good communication skills due to being in charge of different teams; Leadership and time management due to being in charge of different teams with which I had to carry out projects with specific deadlines that had to be respected in order to fulfil the awarded bid contracts of multilateral financial institutions or public institutions; Expert in bidding process of multilateral financial institutions and other public institutions.

10. Present position:

CEO and founder of P&L Global S.L. and its subsidiaries in the USA and in the Dominican Republic.

11. Years within the firm:

10 years in P&L Global

12. Key qualifications (relevant to the project):

- Over 15 years of relevant experience in international trade and 10 years as a CEO of an international trade consulting firm and with experience in public bids and developing a network with public and private actors that have been clients or partners in different international trade projects. With more than 700 references along the years, I have expertise in the countries of Spain, the USA and the Caribbean region. Thanks to that experience, ASTUREX, the Government of Navarre, or different Chambers of Commerce from the different Spanish territories, among other public institutions related to commerce and internationalisation of the companies, have entrusted my company and services to carry out projects in the regions where my companies have presence. These projects were from many different economic sectors, however, it is important to highlight the ones carried out in the sector of ICT, statistics or international trade aspects seen from the point of view of women.
- As an entrepreneur woman in the international trade sector who helps providing advice and consultancy services to other companies I have expertise and empiric experience of the challenges and barriers with which women have to

deal in international trade. This made me publish the eBook "Challenges and obstacles of Women in International Trade" (bestseller in Amazon Kindle Books).

13. **Specific experience in the region:**

Country	Date from dd/mm/yyyy	Date to dd/mm/yyyy
Spain	01/09/2000	Currently
USA	01/06/2014	Currently
Caribbean, Central America, Colombia, Mexico, Ecuador	08/11/2012	Currently

14. Professional experience

Date from dd/mm/yyyy	Date to dd/mm/yyyy	Actual working days [2] in FTEs [3]	Location	Company & Reference Person [4] (name & contact details)	Position	Description
08/11/2012	Currently	2260 FTE	Spain/ Dominican Republic/USA	P&L Global SL (and its subsidiaries P&L Global USA Llc and P&L Global Caribbean RD SRL) Contact: Mario Cabeza Casielles Mario.cabeza@pl-global. com	CEO Senior Consultant	<p>As CEO of P&L Global, I am the responsible for designing and executing the company's strategy. As International Business Consultant I am specialised in the design of business strategies for increasing the exports, facilitate access to new markets and integrating companies into global value chains. Also I am the responsible of coordinating international projects relative to market intelligence, using business surveys to collect data. I have a wide experience in projects of foreign direct attraction.</p> <p>Projects:</p> <ul style="list-style-type: none"> - Multisectoral Trade Mission of El Salvador's SMEs to Dominican Republic. (11 trade agendas). (2013 – PROESA – El Salvador) (Financed by IDB) - Business Survey on Non-Tariff Measures in Spain (2015 – INTRACEN) - Business Survey on Non – Tariff Measures in the Dominican Republic. (2015 – INTRACEN) - Foreign Trade Consulting Service for the Mexican market. (2016- 2018 – EXTREMADURA AVANTE) - Market Research, including fiscal and tax analysis of the countries Colombia, Peru, Chile, Dominican Republic, Panama and Mexico (2016 – ASTUREX) - Preparation of a trade opportunity study in the framework of the EU-US TTIP free trade agreement. (2016 – ASTUREX) - Opportunity Generation Service to attract potential investors to participate in the event “El Salvador Investment Summit 2017”. (2017 – PROESA) (Financed by IDB) - Foreign Trade Consulting Service for the Polish market. (IVACE – 2017 – 2020) - Foreign Trade Consulting Service for the US market. (EXTREMADURA AVANTE – 2018 – 2020) - Market research and report elaboration on identification and influences on ingredients purchasers and suppliers in France, Germany and the Netherlands and the organizations of workshops for each category of ingredient. (BORD BIA – 2018) - Business Survey on fair & ethical trade in the UE. (2018 – INTRACEN) - Large-scale business survey on women's participation in extra-EU trade and challenges faced by women-led exporting companies. Consultants from P&L Global developed surveys in Spain (183) and Germany (120) as well as specific case studies. (2019 – INTRACEN) - The objective of the contract is to conduct a survey amongst European exporters of services. The aim of the survey is to identify the information needs of exporters as well as the barriers that they face when trying to export outside the European Union. This will ultimately help improve the information that the European Commission provides to European services exporters. The project includes 54 surveys in Spain, 37 surveys in France and 45 surveys in Netherlands. (2019-2020 INTRACEN)

Date from dd/mm/yyyy	Date to dd/mm/yyyy	Actual working days [2] in FTEs [3]	Location	Company & Reference Person [4] (name & contact details)	Position	Description
						<ul style="list-style-type: none"> - Foreign Trade Consulting Service for the Central America, Dominican Republic and Colombia. (EXTENDA – 2020 – Currently) - Consulting service in attracting foreign investment for the US market. (MADRID's COUNCIL 2018-2020 ; 2022 – 2024) - Foreign Trade Consulting Service for the Central America and USA markets. (EXTREMADURA AVANTE – 2021 – Currently)
21/05/2010	17/05/2012	220 FTE	Spain	Asturiana de Laminados SA Contact: Iván Fernández García ivanfg15777@gmail.com	Supply Chain Manager	As Supply Chain Manager, I had to lead the factory supply chain in this company related to the metal manufacture sector. Our supply chain integrated international suppliers. Also I coordinated the international logistics for the import and export processes.
02/11/2006	19/05/2010	788 FTE	Spain	ITK Ingeniería SA	Supply Chain Manager	As Supply Chain Manager, I had to lead the engineering supply chain in this company related to the engineering sector. Our supply chain integrated international suppliers. Also I coordinated the international logistics for the import and export processes.
01/09/2000	06/03/2006	2228 FTE	Spain	Instalaciones Inabensa SA (Abengoa)	Project Group Leader	As Project Group Leader I had to coordinate the execution of the all the projects dependent on the territorial office of this company related to the engineering and energy sector. We developed EPC projects such as substations, wind farm or electrical lines.
	Total	5.496 FTE				

15. Other relevant information (e.g. publications)

- eBook “Challenges and obstacles of Women in International Trade”. (Co-author)
<https://www.amazon.es/Retos-desaf%C3%ADos-mujeres-comercio-internacional-ebook/dp/B09TY8QYY7>
- Teacher – IUDE (University of Oviedo). “Master Degree in International Business”.
- Teacher – Tech for Sourcing. “International Purchasing Management”.
<https://www.techforsourcing.com/producto/compras-internacionales/>
- Webinars and conferences on international business focused in Latam Region and USA.

[1] “Please note that your personal data will be processed solely for the purposes of the management and monitoring of the contract by the data controller without prejudice to possible transmission to the bodies in charge of monitoring or inspection tasks in the application of EU law. Please be informed that transmission of personal data may occur to the Partner Country, solely for the purpose of implementing the financing agreement concluded between the EU and the Partner Country with regards to the tender/grant award procedure. For more details concerning processing of your personal data you may consult the privacy statement available at: <https://wikis.ec.europa.eu/display/ExactExternalWiki/Annexes>

[2] Only the work experience mentioned in the CV will be considered by the evaluation committee.

[3] 220 full time equivalents (FTE) constitute one year of professional experience. Part-time must be converted into FTE.

[4] The contracting authority reserves the right to contact the reference persons. You undertake to inform the reference persons mentioned in the present form that their data will/may be transferred to the Commission and communicate the privacy statement to them. The privacy statement is available at <https://wikis.ec.europa.eu/display/ExactExternalWiki/Annexes>. If you cannot provide a reference, please provide a justification.