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Summary

I have a passion for managing companies and individuals through transition and into balanced and productive paths of their choosing.

My skills lie in working with companies or individuals to identify, clarify, and establish goals then creating systems by which they can be achieved in the fastest and most effective manner.

My involvement with a client can take the form of a mentor right through to being a direct manager.

Some of the things I've done:

- Run my own company.
- Mentored start-ups in how best to implement growth strategies.
- Rowed solo and unassisted across the Atlantic Ocean.
- Coached aspiring adventurers in their successful Guinness World Record Attempts.
- Spent months in the Arctic living and learning from tribal people.
- Trekked through the Amazon rainforest and document the rites of the Amerindian people.
- Worked 'suited and booted' in the City.
- Taught SCUBA diving in far off shores.
- Worked as a commercial diver.
- Managed a dairy farm.
- Had adventures in stock photography, as model and photographer.
- Trained people's dogs.
- Trained people as a personal trainer.
- Consulted on charitable expeditions.
- Sailed a Viking ship around the Cape of Storms.

I speak English, Spanish, and French and have travelled extensively, so am acutely aware of the cultural idiosyncrasies people and companies must navigate in a globalised society.

Experience



International Development Manager

Heincke Group

May 2023 - Present (3 months)

Heincke Group is a company founded with the firm intention of transforming the agricultural industry in Colombia.

Through the promotion of sustainable best practices and the production of healthy food we aim to, not only generate material wealth, but also transform the country's social and environmental landscape.

We are committed to environmentally conscious innovation and fair trade, thus ensuring that not only our customers benefit from our excellent products, but also that our producer's communities are transformed for the better.

Currently, we have impacted the lives of over 2,500 families in the country and we have set our sights on reaching a total of 3,500 over the next two years.

We at Heincke Group are on a mission, and things are only just beginning. Join us on our quest to bring healthy sustainable Colombian food products to the world and improve the lives of those who depend on it. Be part of our legacy. Stand with us.



Head Scrutineer

NOMAN is an Island: Race to End HPV

Jun 2019 - Jul 2023 (4 years 2 months)

Helping aspiring ocean rowing teams to successfully navigate a crossing between Barcelona and Ibiza with the aim of raising funds to eradicate HPV.

Thus far we all teams under my guidance have successfully completed their crossings.



Team Leader

Midgard Expedition

Jan 2020 - Apr 2020 (4 months)

Mate second class for the sea trials of the Midgard Expedition's Viking Knar across the Cape of Storms.



Startup Mentor

APPS.CO - MinTIC

Sep 2018 - Dec 2018 (4 months)

Mentor to digital start-ups on the Colombian Ministry of Telecommunications, Information and Communications APPS.CO program.

Responsible for guiding companies with their growth and funding acquisition strategies.



Team Coach & Head Scrutineer

New Ocean Wave

Mar 2016 - Aug 2018 (2 years 6 months)

A non stop rowing race across the Pacific Ocean from California to Hawaii.

Responsible for coaching aspiring teams in leadership, team building, seamanship, and sea survival so as to ensure their safety and success whilst taking part in the world's toughest endurance race. The teams I worked with went on to be multiple Guinness World Record holders.



General Manager

Horizonte Farm

Jan 2014 - Jul 2020 (6 years 7 months)

Manager at Horizonte Dairy Farm.

Responsible for all administrative aspects of running the farm operations.



Chief Safety Officer

Epoch Expedition

Jan 2013 - Sep 2013 (9 months)

500km North Alaskan Kayak and World First Bering Strait Crossing Expedition

During the expedition I was responsible for team safety and wellbeing. Though inclement weather prevented completion of the Bering Strait crossing, the 500km lead-up trip was successfully completed and during this time ocean data was collected for NASA's Aquarius project on warming oceans and the impact of globalization on indigenous Alaskans was documented.



Founder

Ocean Solo

Sep 2011 - Sep 2012 (1 year 1 month)

Founder and protagonist of Ocean Solo, a 3,000-mile independent solo and unassisted Atlantic Ocean Rowing attempt.

Responsible for the ideation, fund acquisition, management, brand alliance, and fulfilment of the project which when completed meant I became the first South American ever to successfully row across the Mid-Atlantic and the 273rd person ever to row an Ocean solo.



Co-Owner and CTO

Matchbill International

Nov 2007 - Sep 2011 (3 years 11 months)

Wholesale arbitrage telecommunications company specialising in mobile and hard to reach voice routes.

With my team successfully grew the business to 2,000,000 weekly VoIP minutes.



Project Manager

Atlas Telecommunication LLC

Jan 2003 - Oct 2007 (4 years 10 months)

Responsible for the creation and management of VoIP mobile termination networks in various hard to reach countries.

Successfully established and managed networks in Lebanon, Philippines, Turkey, South Africa, New Zealand, Morocco and Romania.

Education



University of Warwick - Warwick Business School

Bachelor of Arts - BA, Law and Business Studies

1998 - 2002



ACS International Schools

1994 - 1998

Skills

Business Planning • Strategic Planning • Negotiation • International Relations • Public Speaking
• International Sales • Project Management • Operations Management • Consulting • Process
Optimization