

# Ignacio Andrés Pardo

Email: [iapardo@gmail.com](mailto:iapardo@gmail.com) | Mobile: +56 (9) 63038502

## Executive Summary

Dynamic and strategic finance executive with over 16 years of comprehensive experience in financial management, strategic planning, and business development across diverse industries. Proven track record of leading high-impact teams, driving financial strategy, and fostering corporate growth within multimillion-dollar conglomerates. Adept at negotiating key transactions and leveraging international partnerships to optimize financial operations and enhance profitability.

## Professional Experience

### **Bethia S.A., Chile**

*Chief Financial Officer* (2016 - 2024)

- Spearheaded the development and execution of comprehensive financing plans for the holding and subsidiaries, securing over US \$1bn in funding and enhancing bank relationships globally.
- Achieved significant reduction in financing costs through strategic renegotiation of existing loans and sourcing new financial opportunities, notably improving commercial spread.
- Led a cross-functional team in the development of a wind energy farm underutilized agricultural land, two major industrial assets and a 820 unit multifamily residential real estate project.
- Orchestrated major technological upgrades, including cybersecurity enhancements, reporting system overhauls, and ERP implementations, across the holding and subsidiaries.
- Directed a team of 14 finance professionals and oversaw financial operations for 200+ staff across subsidiaries, ensuring compliance with the Chilean Financial and Insurance Regulators.
- Led the strategic acquisition of real estate in the USA, establishing new subsidiaries, and creating optimized legal and tax structures. Managed comprehensive negotiations with suppliers and employees, setting a strong foundation for growth.

*Senior Vice President, Business Development* (2012 – 2016)

- Formulated and executed a 3-year strategic growth plan, focusing on profitability and capital expenditure while adhering to covenant constraints.
- Successfully led multiple M&A transactions and strategic disinvestments, including the notable sale of Blue Express and the acquisition of key media assets.
- Spearheaded strategic planning and efficiency initiatives for Ancali (agribusiness) and Sotraser (transportation), achieving notable cost reductions and operational improvements.
- Drove strategic expansion and diversification in the media sector by leading project development for Mega, including distribution rights for TV and enhancing the radio business, culminating in the disinvestment of 27.5% of Mega to Discovery Communications Inc.
- Designed and implemented a controlling software based on SAP BI-BW, streamlining reporting processes and enhancing operational efficiency.

*Assistant Vice President, Business Development* (2010 – 2011)

- Led strategy, M&A and project valuation across multiple sectors, reported directly to the CEO.
- Secured board approval and negotiated three major investments totaling USD 300m.
- Engineered a risk-reduced acquisition of a water utilities company for USD 210m.
- Formulated and executed a consolidation strategy for three courier companies, overseeing due diligence for the USD 54m acquisition of Blue Express.
- Provided strategic advice and negotiated terms for a USD 40m share acquisition of Empresas Navieras.

## **QCorp S.A. (former subsidiary of Bethia S.A.), Chile**

*Business Development Manager (2009 - 2010)*

- Led the due diligence and successful acquisition of QCorp, subsequently driving operational profitability through strategic cost reductions and commercial negotiations.
- Designed and implemented a cost-cutting strategy which, with no redundancies, cut Qcorp's overall costs by 14% and brought the company into profitability shortly after acquisition.
- Designed a new tariffs system for distribution services, cutting tariffs from over 1000 to 47. As a result, the operational system was simplified, and problems were reduced.

## **Bethia S.A., Chile**

*Business Analyst (2007 - 2009)*

- Evaluated and recommended potential targets and internal projects to executives.
- Conducted risk assessments and technical analysis, refining the investment strategy for the liquid investment portfolio.
- Led the deployment of ERP and quality management systems at Viña Indómita S.A., driving a 90% increase in output and sales, and a 13% productivity improvement.
- Oversaw operational efficiency and cost management for Vialat, enhancing production processes.

## **Education**

### **MBA - Class of July 2012**

INSEAD, France/Singapore

**2011 - 2012**

### **MSc. in Engineering** (*awarded the highest academic distinction*)

Pontificia Universidad Católica de Chile

**2006 - 2007**

### **BSc. Civil Industrial Engineering**

Pontificia Universidad Católica de Chile

Exchange Program, École Nationale des Ponts et Chaussées (ENPC), France, 2004 – 2005

**2001 - 2006**

## **Languages**

Spanish (Native), English (Fluent), French (Business), German (Practical).

## **Key Skills**

- Financial Strategy & Analysis
- Strategic Planning & Execution
- Mergers & Acquisitions
- Team Leadership & Development
- Technological Integration
- Risk Management
- International Negotiation

## **Key Memberships**

NAA INSEAD Chile (Past President 2016-2019).

## **Interests**

Road cycling, Ski, Trekking and Paddle Tennis. Music (bass guitar).

---

References available upon request.