



RAMIRO FLORES

OIL & GAS

With over 25 years of successful experience in the Oil & Gas Industry, I am a passionate advocate for Social Responsibility and Sustainable Development.

I firmly believe in the power of businesses to positively impact society and the environment, and I am proud to be part of this mission.

EXPERIENCE

CEO

Ifsa Group

Jul 2008 - Present (15 yrs 4 mos)

- **Compliance and Governance:** I maintained high compliance and corporate governance standards, leading to the company's recognition of integrity and business ethics.
- **Strategic Partnerships:** I established key strategic partnerships with other industry-leading companies, opening new business opportunities and contributing to a 15% increase in revenue from strategic alliances.
- **Restructuring and Transformation:** I carried out a successful restructuring of the company to adapt to changing market demands, resulting in a 5% improvement in operational efficiency and increased competitiveness.
- **Innovation and Product Development:** I led development teams that successfully launched new innovative products and solutions, capturing significant market share and generating an additional 10% revenue.

DIRECTOR OF REFINERIES & PETROCHEMICAL PLANTS

National Hydrocarbon Agency

Feb 2001 - Jun 2008 (7 yrs 5 mos)

- With a solid technical regulation track record, I spearheaded essential projects in constructing and operating refineries and liquefied gas extraction plants in Bolivia.
- My expertise extended to overseeing the comprehensive control of hydrocarbon production and distribution nationwide through the PRODE program.
- My primary focus was ensuring efficient hydrocarbon supply for the domestic market and guaranteeing the rigorous enforcement of sector-specific regulations.
- I was dedicated to contributing to the hydrocarbon sector with the highest quality and regulatory compliance.



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La Paz, BO

SKILLS

- Winning Mentality
- Energy Regulation
- Spirit of Overcoming
- Effective Communication
- Design Thinking
- Problem-Solving
- Project Management Tools
- Entrepreneurial Spirit

EDUCATION

SEP

BABSON COLLEGE | US

2022

PHD

Engineering Science | UMSA | BO

2021 - 2024

LANGUAGE

Spanish

Mother Tongue

English

Professional working proficiency