
ANTONIO HURTADO, PhD, MBA

Business, science and technology graduate with extensive international experience in industry, government and the academic sector.



RELEVANT SKILLS AND AREAS OF EXPERTISE

Entrepreneurship, Innovation and Technology Management

- Formal business, science, and technology education.
- Led the design and implementation of strategies and action plans to increase the global competitiveness of clean technology companies in the Canadian province of Alberta through the improvement of management skills and the adoption of best practices in innovation management.
- Reviewed public and private sector research projects and business plans to determine feasibility and strategic economic impact of government funding.
- Over five years of experience teaching innovation and technology management at the post-graduate level in European and Canadian universities.

Program and Project Management

- Extensive experience in the coordination of complex projects involving industry, government, economic development agencies, and academic sector stakeholders.
- Over ten years of experience in the development and implementation of strategies, action plans and government programs to support industrial development and the international competitiveness of companies.
- Over five years of experience in planning, scheduling, budgeting, purchasing, and inventory activities for R&D projects.
- Extensive experience in the organization of industry, government, academic, and multi-stakeholder events.

Business Process and Management Consulting

- Over five years of experience assisting Canadian companies, universities and research organizations with strategic business advice and funding for R&D, proof of concept, intellectual property protection, technology licensing and commercialization, acquisition of strategic assets, and adoption of technologies.
- Over ten years of experience assisting companies from the Canadian provinces of New Brunswick and Alberta with strategic business advice and funding for international market entry and expansion.

International Business

- Over fifteen years of experience in international business development and foreign investment attraction.
- Led the preparation and implementation of trade and investment attraction missions of senior officials of the Government of Alberta (Canada) to *China, England*, and the *United States*.
- Developed investment attraction, export development and technology partnership opportunities in *Canada*, the *United States, Japan, China, England, Scotland, Spain, Portugal*, and the *Netherlands*.
- Strong cross-cultural skills and vast network of contacts within the international business, government, and academic communities, developed through work, internships and studies in *Peru, Brazil, Argentina, France, Portugal, Spain, Japan, Ukraine, Russia, Canada*, and the *United States*.

Written and Oral Communication

- Fully fluent (C2 level) in *English, Spanish* and *Portuguese*.
- Intermediate/working knowledge (B1/B2 level) of the *French* and *Italian* languages. Basic (A2) *Russian*.
- Over ten years of experience in the preparation and review of speeches, briefings, and reports for senior government officials in Canada (*Assistant Deputy Ministers, Deputy Ministers, Ministers*, and *Premiers*).
- Extensive experience in oral presentations to groups of experts and multidisciplinary audiences.

RELEVANT PROFESSIONAL APPOINTMENTS

- Consultant, Business Development and Innovation** Technological Corporation of Andalusia (CTA) *Jun 2021 – present*
Seville, **Spain**
- Design, preparation, fund-seeking, implementation, and monitoring of technology and innovation-related consulting projects executed by the corporation and/or its clients.
 - Recruitment of clients and partners for new consulting projects to be executed by the corporation.
- High Level Technical Expert, Eurostars Program** EUREKA Secretariat, European Commission *Jun 2018 – present*
Brussels, **Belgium**
- Evaluation of applications for funding by European agencies.
- Business and Innovation Management Consultant** Independent Consultant *Apr 2020 – Jun 2021*
Seville, **Spain**
- Provides consulting services to companies, governments, economic development agencies and industry associations, identifying and developing opportunities for funding, foreign investment attraction, international business development, and technology partnerships in *Spain, Portugal, Canada, and South America*.
- Founder and Managing Partner** FirstAscent International, Ltd. *Jun 2017 – Dec 2019*
Porto, **Portugal**
- Provided consulting services to companies, governments, economic development agencies and industry associations, identifying and developing opportunities for funding, foreign investment attraction, international business development, and technology partnerships in *Portugal, Canada, and Spain*.
 - **Major accomplishments included:** led the preparation of a *successful application for EU-funding* by a consortium of seven companies from three European countries.
- Director, Industry Engagement** Ministry of Economic Development and Trade, Government of Alberta, **Canada** *Mar 2016 – May 2017*
- Identified and developed international technology partnership opportunities for Alberta companies and the province's innovation system.
 - Led the design and implementation of programs and action plans to improve management capacity and increase the international competitiveness of Alberta companies.
 - Coordinated the design and implementation of projects and programs for the development and expansion of the clean technology industry in Alberta. **Sectors of responsibility:** *Water Technology and Smart Agriculture*.
 - **Major accomplishments included:** establishment of collaboration agreements between Alberta's energy technology incubator and various accelerator programs in *Canada, the United States, Europe and Asia*.
- Director, Energy Innovation Solutions** Ministry of Innovation and Advanced Education, Government of Alberta, **Canada** *Nov 2014 – Mar 2016*
- Coordinated the design and implementation of projects and programs to increase collaboration and the establishment of local, regional, and international partnerships by Alberta's energy industry.
 - Coordinated the development and implementation of projects and programs to accelerate the adoption and diffusion of innovations in Alberta's energy industry.
 - Conducted research and analysis of the local and global competitive environment to identify barriers and opportunities for the adoption and diffusion of innovations in Alberta's energy industry.
 - **Major accomplishments included:** creation of *Innovate Straight* – a series of panel events designed to promote knowledge transfer about the introduction of technology innovations in the energy sector; introduction of *behavioral economics* thinking to the design of policies and programs for industrial development in Alberta.

- Director, Financial Services Industry Development** Ministry of Innovation and Advanced Education, Government of Alberta, **Canada** *Aug 2012 – Oct 2014*
- Led the preparation and implementation of government missions to attract foreign investment and financial institutions to the province of Alberta.
 - Led the development and implementation of strategies and action plans for the development of the financial services industry in the province of Alberta.
 - Coordinated the design and implementation of international marketing strategies and action plans, the development of marketing collaterals, and the organization of industry-related events.
 - **Major accomplishments included:** establishment in Alberta of two of China’s Big Four banks, one of Japan’s three megabanks, one of Singapore’s three largest banks, and one of the world’s leading private equity firms.
- Manager, Industry Development / Industry Development Officer** Enterprise Division, Ministry of Finance and Enterprise, Government of Alberta, **Canada** *Sep 2008 – Jul 2012*
- Coordinated the preparation and review of briefing notes, reports, speeches, and other support material for senior government officials.
 - Provided support to industry development initiatives in Alberta, including strategy development, market opportunity identification, and the organization and execution of industry-related events.
 - Provided comprehensive cover-off for industry sector directors during routine and longer absences, as required.
 - **Sectors covered included:** *Aerospace and Defence; Building Products; Environmental Products and Services; Logistics and Transportation; Engineering and Construction; Metal Manufacturing; Oil and Gas Technology and Services; Petrochemicals; and Emerging Technologies.*
- Project Executive – Innovation** Department of Business, Government of New Brunswick, **Canada** *Jan 2006 – Sep 2008*
- Assisted companies, universities and research organizations with strategic business advice and funding for research & development, proof of concept, intellectual property protection, technology licensing and commercialization, acquisition of strategic assets, and adoption of technologies.
 - Facilitated information sharing and the establishment of joint projects between companies, academic institutions and government research organizations.
 - Reviewed research, business and marketing plans of public and private sector organizations to determine feasibility and strategic economic impact of government funding.
 - Prepared briefing notes and provided recommendations on biosciences and related technologies for senior management and Minister of Business.
 - **Sectors covered included:** *Life Sciences and Biotechnology; Forestry; Agriculture; Fisheries and Aquaculture; Bioenergy; Bioproducts and Biomaterials.*
- Director of Business Development** BioMedica Diagnostics Inc., Windsor, Nova Scotia, **Canada** *Jun 2005 – Nov 2005*
- Prepared and launched the company’s marketing plan for Latin America and Eastern Europe.
 - Identified target markets through the analysis of national health care systems, assessment of local regulations and international trade barriers, characterization of local distribution channels, identification and categorization of local and international competitors, analysis of risks and opportunities presented by the target countries, identification of unmet user needs, and direct communication with potential clients and partners.
 - Built market positioning through the customization of the company’s marketing tools and collaterals, design of pricing strategies, and adaptation of credit policies to the target markets.

Medical Lab Manager & Pharmacy Director Clinic of Specialties of Pedreiras, **Brazil** 1991 – 1993

- Trained, evaluated, and directly supervised nine laboratory and pharmacy technicians.
- Coordinated clinical activities with physicians, nurses, and over 50 technicians and other support personnel.

TEACHING APPOINTMENTS (SELECTED LIST)

Part-Time Lecturer	Master’s Program in Circular Bioeconomy and Sustainability University of Cordoba, Spain	2021 – present
Guest Lecturer	Emerging Technologies and Innovation Management MS Program in Technology Management, Lviv Business School, Ukrainian Catholic University, Lviv, Ukraine	2014 – 2016
Visiting Lecturer	Faculty of Management, Economics and Science (FGES), Université Catholique de Lille, France	2014 – 2016

RESEARCH-RELATED APPOINTMENTS (SELECTED LIST)

Affiliated Researcher	Water, Environmental and Agricultural Resources Economics (WEARE) Research Group, University of Cordoba, Spain	2021 – present
Scientific Committee Member	International Society for Professional Innovation Management (ISPIM)	2015 – present
Referee/Reviewer	International Journal of Innovation Science	2015 – present
Associate Editor	Revista Acta Tecnológica (IFMA, Brazil)	2012 – 2015
Postdoctoral Fellow	INRS – Institut Armand Frappier, Montréal, Canada	2004 – 2005
	• High throughput screening of fungal enzymes for industrial and environmental applications.	
Visiting Researcher	Showa University, Tokyo, Japan	1997
	• Molecular biology screening of biologically-active compounds from poisonous snakes.	
Visiting Researcher	Rutgers University, New Jersey, USA	1996
	• Molecular and cell biology studies on the regulation of cell division in the yeast <i>Saccharomyces cerevisiae</i> .	
Research Assistant	University of São Paulo, Brazil	1993 – 1996
	• Genetic improvement of industrial microbial strains for the production of biodegradable plastics (in collaboration with sugar and ethanol producer <i>Copersucar S.A.</i> , Brazil).	

SPECIAL PROJECTS, COMMITTEES AND WORKING GROUPS (SELECTED LIST)

Alberta Climate Change Innovation and Technology Framework <i>Member of the Framework Development Working Group</i>	Dec 2015 – May 2017
Petroleum Technology Alliance of Canada (PTAC)’s Advisory Committee for Small and Medium-Sized Enterprises (SMEs) <i>Representative of Alberta Economic Development and Trade</i>	Jun 2015 – May 2017
Technology Informing Policy Committee <i>Representative of Alberta Economic Development and Trade</i>	Oct 2014 – May 2017
International Association of Innovation Professionals (IAOIP) Certification Committee <i>Member of the Management of Innovation Certification Committee</i>	Aug 2015 – Dec 2016

2012 Annual Meeting of the Boards of Governors of the World Bank Group <i>Advisor to the Governor of the Bank of Canada</i>	<i>Oct 2012</i>
Alberta Financial Services Industry Committee <i>Coordinator</i>	<i>Feb 2012 – Oct 2014</i>
Alberta Competitiveness Council <i>Financial Services Task Team Coordinator</i>	<i>Jun 2010 – May 2011</i>
Canadian Advisory Group on Business Investment in the Responsible Development and Commercialization of Nanotechnology and Related Policy <i>Representative of the Government of New Brunswick</i>	<i>Jan 2008 – Sep 2008</i>
Government of New Brunswick Committee on Renewable Fuels <i>Representative of the Department of Business</i>	<i>Aug 2006 – Sep 2008</i>
Federal/Provincial/Territorial Life Sciences Working Group <i>Representative of the Government of New Brunswick</i>	<i>Mar 2006 – Sep 2008</i>

ORGANIZATION AND SUPPORT OF EVENTS (SELECTED LIST)

- Member of the Organizing Committee** for the *Low Carbon Innovation Forum* held during the *2016 Global Petroleum Show* (Calgary, Alberta, **Canada**, June 7 – 8, 2016).
- Member of the Working Group** for the organization of the *2012 Alberta Economic Development Summit*, hosted by the Deputy Premier of Alberta and with the participation of over 150 senior regional and economic development leaders (Edmonton, Alberta, **Canada**, January 30, 2012).
- Member of the Working Group** for the organization of the *2010 Alberta Competitiveness Forum*, hosted by the Premier of Alberta and with the participation of over 140 senior industry and economic development leaders (Edmonton, Alberta, **Canada**, June 2, 2010).
- Coordinator** of the *2008 and 2009 Alberta Financial Services Industry Roundtables*, hosted by the Minister of Alberta Finance and Enterprise and with the participation of over 50 senior financial sector executives (Banff, Alberta, November 20, 2008, and Calgary, Alberta, **Canada**, November 26, 2009).
- Director** of the *United Nations Environment Programme* Committee at the Canadian International Model United Nations Conference 2005 (Ottawa, Ontario, **Canada**, September 2004 – March 2005).

EDUCATION

PhD in Social and Legal Sciences, Business and Economics Research	University of Cordoba, Spain	<i>2021 - present</i>
Master of Business Administration	HEC Montréal, Canada	<i>2005</i>
PhD in Cell Biology	University of Alberta, Canada	<i>2002</i>
Master of Biotechnology	University of São Paulo, Brazil	<i>1997</i>
Bachelor of Pharmacy & Biochemistry	Federal University of Maranhão, Brazil	<i>1991</i>

LANGUAGE SKILLS

Fully fluent (C2 level) in *English*, *Spanish* and *Portuguese*. Intermediate/working knowledge (B1/B2 level) of the *French* and *Italian* languages. Basic *Russian* (A2 level).

COMPUTER SKILLS

Proficient in *Microsoft Office 365* applications, including *Word*, *PowerPoint*, *Excel*, *Outlook*, *Planner*, *Project*, *Teams*, *SharePoint*, *Publisher*, *Dynamics 365*, and *Dynamics CRM*.