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## WORK EXPERIENCE

### RISC PARTNERS

Paris, France

**Founder, Managing Partner – in charge of Media, Retail and Wireless clients.**

since September 2002

- A private equity boutique, specializing in strategic advice to entrepreneurs and business angels launching new ventures or seeking turnaround opportunities. Services include: business plan definition; market entry strategy study; due diligences; key executive recruiting, fund raising and valuation, business development and alliance negotiation, operations support.

*Selected clients include:*

- *Glow Entertainment Group SA*, the leading French online DVD rental service ([www.glowria.fr](http://www.glowria.fr)). Fully supported the company's market entry strategy. Helped secure 2m€ in seed funding and recruited key executives. Heavily assisted with operations in technology, finance, marketing & sales (20+ signed deals). As a result the company received the 'Best Start-up' award at Capital-IT Autumn 2003, and the French Innovation Agency (ANVAR) 'Innovation' award. **Board Member** since January 2003.
- *Natural Language Voice Recognition sector*: structured an entrepreneur's buyout tender for a pan-European market roll-up, including extensive due diligence of target companies, growth strategy definition, valuation & financing ([www.voxsmart.com](http://www.voxsmart.com)).

### GEMINI CONSULTING

(now CAP GEMINI ERNST & YOUNG)

Paris, France

**Director '01, Principal '00 – Strategy discipline**

2000-2001

- Co-launched the 'European B2B Marketplace' team, with business development responsibilities in the Utilities & Energy sector, targeting projects over 10 m€. Specialized in business development and corporate governance issues.

*Selected clients include:*

- *Business creation strategy*: led a team to originate the first oil & gas marketplace in France. Successfully negotiated with the main industrial players into creating a joint-venture. Developed preliminary versions of business plan and recruited original team.
- *Operations optimization*: won a competitive bid to develop an e-procurement strategy for the Energy division of an industrial conglomerate, which included creating a joint-venture with a third-party operator.

### KPMG CONSULTING

(now BEARINGPOINT)

Paris, France

**Manager '99, Senior Consultant '98, Consultant '96 – Strategy, and Telecom & Media (ICE) practices**

1996-2000

- Founder of the e-business team; sole responsibility for P&L, recruitment and mentoring of 20 consultants, sales & marketing, development of alliances with software vendors and third-party integrators; successful projects led to secure the largest client engagement for the firm, in the 1<sup>st</sup> year of operations
- Developed excellent team management skills leading client and KPMG teams in over 15 countries in Europe and North America

*Selected clients include:*

- *Business Transformation*: originated and led a 60-people team on an online retail strategy project for one of the largest European B2B mail-order retailers ([www.manutan.com](http://www.manutan.com)). Mentored Board of Directors on e-business, explored growth opportunities, developed business plans and financial models. Led client to invest over 10m€ in online operations in 18 countries. Online sales represent over 30% of turnover in some countries since 2003.
- *Change Management*: Assisted a global advertising company in the roll-up of all their media-buying subsidiaries into a new corporation. Designed and engineered the processes and online tools to support the new brand identity and collaborative work with their clients. Project had been rolled out on a global basis to 4500+ employees and a dozen large client firms ([www.omdmedia.com](http://www.omdmedia.com)), and led to the creation of the Colspace Corporation ([www.colspace.com](http://www.colspace.com)).

## EDUCATION

### INSEAD

(Exchange student at **The Wharton School, University of Pennsylvania**)

**Master of Business Administration**, Electives in Entrepreneurship and Strategy

Fontainebleau, France

Philadelphia, PA, USA

July 2002

### IAE de Paris, University of Paris I at Panthéon-Sorbonne

**Master of Business Administration (DESS-MBA)**, Electives in Finance

Paris, France

September 2000

### EPITA (Ecole Pour l'Informatique et les Techniques Avancées)

**Master of Science in Computer Science (Engineer degree)** – Top 1% of class

Paris, France

July 1995

## ADDITIONAL INFORMATION

- Born on 9 January 1971. Chilean national holding French work & residency permit. 1 child.
- Trilingual in English, French and Spanish. Basic German.
- Travelled extensively to 50+ countries throughout Asia, Europe, the Americas and North Africa. Lived in Asia for 14 years.
- Strong interest in European Medieval History (founder of the [www.sepulveda.org](http://www.sepulveda.org) genealogy site with 15,000+ records)
- Member of the 'INSEAD Non Executive Directors Club' ([www.inseadalumni.org/fr](http://www.inseadalumni.org/fr)); vice-president in charge of professional networks at the 'IAE de Paris Alumni Association' (21,000+ members) ([www.iae-paris.org](http://www.iae-paris.org))
- Co-wrote several strategy papers on Entrepreneurship and the Internet (available on [www.sepulveda.net](http://www.sepulveda.net)).