



MIGUEL TEIGELL

AREAS OF INTEREST: *ICT, Business Development & Internationalisation, Strategy, Market Research, Project Management.*

PERMANENT ADDRESS:
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SUMMARY

Telecom Engineer with expertise in people & business skills. Primary areas of interest include tech-based companies & start-ups of **Internet & Communications Technologies, Digital Entertainment, Trade & Finance sectors**

PROFESSIONAL EXPERIENCE

02/2016 – 04/2017 **R&D&i Consultant for ICT sector & International Business Analyst at [Zabala Innovation Consulting](#) in Madrid. Part of ICEX Internationalisation Programme.**

Achievements	Key tasks
<ul style="list-style-type: none">✓ Elaborated 10+ economic country profiles✓ Delivered total €20M+ worth of national & international R&D and innovation projects✓ Scored over €5M in funding for clients' R&D projects✓ Studied and analysed +20 product/service markets, mostly ICT, to identify opportunities✓ Planned market entry strategies for over 10 countries✓ Identified 20+ strategic partners✓ Elaborated 10+ justification and tax credit reports	<ul style="list-style-type: none">* Economic country profiles elaboration, with identification of business opportunities* Sectors and markets analysis* Identification of local partners for business development and opportunities for commercial expansion* Devising of market entry strategies for internationalisation* R&D tax credit management for clients* Management of national and European calls for funding* End-to-end R&D and innovation projects management: proposal, follow-up, justification, budget, deliverable* Coordination of collaborative projects of consortia formed by private companies, R&D centres and universities among others.

01/2015 – 01/2016 **International Trade advisor and IT Specialist** at the [Spanish Economic & Commercial Office in Tokyo \(Japan\)](#). Part of ICEX Internationalisation Programme.

Achievements	Key tasks
<ul style="list-style-type: none"> ✓ Successfully supported the internationalisation of +15 companies ✓ Elaborated over 10 market studies ✓ Facilitated +20 key local partners ✓ Identified opportunities in key trade fairs: FOODEX, Tokyo Game Show, Tokyo Leader Fair etc. ✓ Launched and hosted 4 key trade fairs for the promotion of Spanish goods ✓ Lead the IT team of the Trade and Commercial Office ✓ Planned and deployed a full Windows Server upgrade ✓ Managed high-profile trade mission of State Secretary of Telecommunications and NTT DATA 	<ul style="list-style-type: none"> * Support Business Development activities of Spanish companies in Japan * Define Marketing, Strategy, Sales and Operations for successful internationalisation * Monitoring of Japan's ICT, video-game, fashion and industrial markets * Elaborate Market Studies available at ICEX portal * Coverage and analysis of key trade fairs in Japan * Analysis of Japanese business / investment opportunities for Spanish companies * Organise trade fairs and events for the promotion of Spanish products * Support and promote Spanish business / investment opportunities among Japanese companies * Plan and execute sectoral trade missions and inverse trade missions * Perform server backups and support activities as IT <i>liaison</i> with Madrid HQ * Manage Outlook and Active Directory for 22-user office network.

11/2013 – 12/2014 **Freelance consultancy of Business Internationalisation & IT services for start-ups.** [BioNostrum Pest Control](#) (Madrid/Alicante)

<ul style="list-style-type: none"> ✓ Supported internationalisation process of the start-up to open new markets ✓ Supported development of marketing and communication strategy ✓ Developed initial Business Strategy and Risks assessment ✓ Advised on funding programmes for Biotech start-ups that lead to grants worth €200k ✓ Planned IT framework from scratch for the start-up and provided ongoing maintenance ✓ Responsible of purchases and acquisitions of IT fixed assets

01/2013 – 10/2013 **R&D&i Consultant & ICT Project Manager** at [CARSA](#), of the Innovalia Association.

Achievements	Key tasks
<ul style="list-style-type: none"> ✓ Scan2Go (AEESD) ✓ CLOUDS (Eurostars) ✓ I4MS (FP7, http://i4ms.eu/) ✓ UBIQUITOUS (AEESD) 	<ul style="list-style-type: none"> * Market research & analysis * R&D&i Consultant, which includes elaboration and / or management of several regional, national and European project calls.

07/2010 – 09/2010 Internship at the department of Information Security, Business Continuity & Crisis Management of AXA MedLA Region (in Madrid)

EDUCATION

- 2013 – 2014 **Master in International Business Administration (MBA) at CECO School of Business in Madrid. Part of the ICEX Internationalisation Programme.**
- 2005 – 2012 **Graduated (BEng+MSc) in Engineering in Telecommunications at the School of Engineers of the University of Navarra in San Sebastian (UNAV - TECNUN). Graduated with Excellent (A) marks.**
- 2011 – 2012 Teacher Assistant & Exchange Researcher in Bio-Engineering at the Biomedical Imaging Lab of the University of Houston (Houston, TX, USA)

- ✓ Developed an iOS adaptation of the DEmotiv project in C-Objective, a MatLab toolbox for real time EEG functional mapping under supervision of Dr George Zouridakis within the [Biomedical Imaging Lab](#) of the University
- ✓ Lectured Algebra and Calculus to bachelor students as teacher assistant

2010 – 2011 ERASMUS student at the School of Electric Engineers (ESAT) of the Catholic University of Leuven (K. U. Leuven) in Belgium

LANGUAGE SKILLS

- **Spanish:** Native proficiency
- **English:** Native-like / Full bilingual proficiency (C2, TOEFL & Cambridge)
- **French:** Full professional proficiency (C1-2, *French mother*)
- **Japanese:** Medium prof. (B1-2, Japanese Proficiency Test “Nôken” level 4 degree)

I.T. SKILLS

SEO / SEM, Google Analytics, SAP, Hardware, Networks administration, Radio Networks security & penetration, DSP, Network sizing, Server administration, Active Directory, Outlook support

LANGUAGES: Java, C++, mikroC, Matlab, VHDL, Objective-C

TOOLS: MS Office (Word, Power Point, Excel, Visio), PSPICE, Adobe Acrobat, Adobe Photoshop, Cadence and Synopsys software, Minitab, MicroStation, Maple, Xcode

OPERATING SYSTEMS: Windows, Windows Server, MacOS, Linux OS,

RF LAB EQUIPMENT: Vector Network Analyzer, Oscilloscope, Spectrum Analyzer.

SOCIAL SKILLS

- September 2006 Member of the Youth Jury of San Sebastian’s International Film Festival
- Spring 2006 Course on How to Throw a Public Speech at TECNUN
- Winter 2004 Collaborated with a Doctors Without Borders (international medical humanitarian organization) Campaign in Madrid.
- June 2002 Course on Protocol, Manners and Courtesy by Katherine Korsi (Kempinsky Hotel, Estepona)

PERSONAL INTERESTS

Digital Entertainment Consumer Electronics
Travel Skiing

Cinema
Music

Literature
Languages

Computers

ADDITIONAL INFORMATION

- **European & USA Driver License**
- **LinkedIn Profile:** <http://www.linkedin.com/in/serlex>

REFERENCES

- **Ms. María del Coriseo González-Izquierdo.** Chief Economic and Commercial Counsellor at Embassy of Spain in Tokyo, JAPAN. [LinkedIn](#)
- **Mr. Javier de Agustín.** CEO of AXA Spain (2008-12). [LinkedIn](#)
- **Mr. Rocco Amorós Jiménez** (R&D director of BioNostrum Pest Control) [LinkedIn](#)

RELATED PROJECTS & PUBLICATIONS

- ✓ AEROCEPTOR (FP7, <http://www.aeroceptor.eu/>)
- ✓ WATERQUAL-OL (ERDF funded, <http://www.geonica.com/prod/158/272/Casos-de-exito/Proyecto-WATERQUAL-OL/index.html>)
- ✓ SHERWOOD (H2020, submitted/currently under evaluation)
- ✓ Scan2Go (AEESD)
- ✓ MATUSALEN (RETOS COLABORACIÓN, <http://www.ite.es/project/matusalen/>)
- ✓ CLOUDS (Eurostars, <https://www.eurostars-eureka.eu/project/id/6658>)
- ✓ ACTIVITAL TRAINER (H2020, submitted/currently under evaluation)
- ✓ I4MS (FP7, <http://i4ms.eu/>)
- ✓ MiningCor (CDTI)
- ✓ UBIQUITOUS (AEESD)

- * [Market study of the contract sector in Japan 2015](#)
- * [Market study of the iron and steel industry sector in Japan 2015](#)
- * [An iOS adaptation of the DEmotiv MATLAB Toolbox for real-time EEG Functional](#)
- * [Market study of the sportswear sector in Japan 2015](#)
- * [Trade fair report. Tokyo Leather Fair. December 2015](#)
- * [Market study of the ICT sector in Japan 2015](#)
- * [Market study of the farming machinery sector in Japan 2015](#)