



Carlos Arto, International Business Partners

Areas of Expertise

- Leadership and Business Growth in Latin America and international Markets.
- General Management.
- Sales Management
- Project Management
- Professional Services Management
- Major Bid Strategy
- Cost Reduction and Efficiency Improvement
- People and Organization Development
- Contract Negotiation
- Customer Relationship Management

Our Value Proposition

We provide, on a global basis senior General Management Executives on short-term consultancy, medium term interim management, or long term business development.

Biography

Carlos is a founder member of International Business Partners and has over 22 years experience in the information technology and telecommunications industry.

In his last engagement with SITA as Vice President for Latin America and Caribbean based in Mexico City, Carlos successfully managed the contractual relationships with the major accounts such as Mexicana, Aeromexico, ASUR airport Group, TACA, LAN, Varig, TAM and Avianca. He also led the negotiations for the closure of the highly strategic areas of outsourcing and professional services for customers such as TAM and Avianca.

Carlos had other Senior Roles Sales and management roles in SITA and Equant in Mexico, Brazil, Chile and in Canada .

Carlos has an MBA from McGill University, Montreal Canada , he is fluent in English, French, Spanish and Portuguese, and has been an active participant with IMD International Business School located in Lausanne Switzerland.