

# DOMÍNGUEZ JIMÉNEZ, JUAN

## ACADEMIC QUALIFICATIONS

- 2016 **International Faculty Program.** IESE Business School. University of Navarra  
International course for postgraduate faculty covering: business cases usage and writing, courses design, and educational institutions development.
- 2008 - 2010 **Ph.D., Doctorate in Business Administration (DBA).** Nebrija University, Madrid.  
Distinction: Cum Laude given unanimously.  
Major in International Business Administration.  
Doctoral Thesis: "Capital Structure Theories: Evidence from Companies listed in Spanish Stock Market".
- 2005 - 2007 **Ph.D., Diploma de Estudios Avanzados (DEA).** Universidad Alcalá, Madrid.
- 1993 - 1995 **Master in Business Administration (MBA).** EOI Business School, Madrid.  
Grant from EOI Alumni.
- 1987 - 1992 **Bachelor in Economics and Business Administration.** Universidad Autónoma, Madrid. Major in Economic Theory.

## ACADEMIC EXPERIENCE

### CUNEF University Madrid.

- Since 2022 **Director of Incompany Education**
- Since 2009 **Adjunct Professor of Finance and Accounting** at Bachelor and Postgraduate programs:
- Financial Accounting and Financial Analysis
  - Cost Accounting
  - Management Control and Reporting
- 2009-2022 **Academic Director at several programs.**

### IE University Madrid

- 2016-2022 **Adjunct Professor of Accounting - Bachelor in Business Administration.**

### **Other educational collaborations:**

- 1999-2018 **EOI Business School** Madrid  
**Adjunct Professor of Finance** specialized in **executive education** in these subjects:  
Financial and Management Accounting, Management Control, and Financial Planning.
- 2016-2017 **Universidad Pontificia de Comillas – ICADE** Madrid.  
**Adjunct Professor of Finance** at bilingual degrees.
- 2015-2017 **CEU San Pablo University – Boston University** Madrid.  
**Adjunct Professor of Accounting** at bilingual degrees.
- 2013-2017 **Nebrija Business School** Madrid.

**Adjunct Professor of Accounting and Finance** at the MBA program.

2015-2016 **EAE Business School**, Madrid.

**Adjunct Professor of Finance** at Sales and Marketing Master and International Business Master (taught in English).

2005-2015 **NEOMA Business School** (Paris, France). Executive Education of **Rouen Business School** and **Reims Management School**.

**Visiting Professor of Finance** at the “Executive MBA” program.

**Other educational experience:**

- **Tutor of business projects.**
- **Tutor of final program dissertations.**
- **Academic tribunal member.**
- **Academic contents coordination.**
- Experience in **online and blended education** (Moodle, Blackboard, Canvas,...)
- **Speaker** at diverse finance seminars and congresses.

## **PROFESSIONAL EXPERIENCE**

### **Business Advisor**

2015-2022 **Independent Business Advisor** providing financial and strategic advice to several companies (in Telecom and other industries).

### **Vodafone**

2014-2015 **Head of Carrier Services** (Director of Wholesale Business):

- Participation in several Vodafone Carriers Services international projects.
- Ono/Vodafone Enterprise and Wholesale businesses integration.

**ONO** Main Spanish Cable Telecommunication Company.

2013-2014 **Director of Wholesale and Interconnection:**

- Wholesale business management (Data services and Voice services) to other telecom operators: responsible for Wholesale P&L account, commercial plans, operations coordination, and business development.
- Negotiation and management of the Interconnection agreements with the rest of fixed, mobile and international operators.

2010-2012 **Director of Business Control** (Residential Business):

- Annual budget and rest of planning and forecasting and reporting exercises coordination.
- Ensure achievement of company operational and economic objectives in new products launching, commercial policies, customer retention plans, etc.

2005-2010 **TV Operations Manager:**

- Operational coordination of ONO TV services (1 million customers): video on demand, pay per view, live football, advertising insertions, on-air TV services promotion, TV magazine, electronic programs guide (EPG), etc.
- TV finance management: royalties’ calculation and budgeting, audiometric analyses, content value analyses, TV services profitability models design, contents negotiations support, etc.

- 2000-2005 **Estreno Digital** (AUNA Telecommunications Group). Company dedicated to the joint purchase of TV contents and to audiovisual production for the cable operators in Spain:  
**General Manager** (2001-2005). Person in charge, answerable to the Board regarding the operation of the company:
- In charge of the acquisition of audiovisual contents (joint purchase), and of the relations with the Hollywood studios and other suppliers of contents.
  - Operational coordination of the pay-per-view TV channels and video-on-demand services (programming, broadcasting, fiber transmission, marketing and promotion).
- Finance and Resources Manager** (2000-2001)  
Reporting to the Managing Director, responsible for Finance, IT and Human Resources.
- 1999-2000 **Uno-e Bank** (BBVA Group. e-Business Division).  
**Corporate Controller**. Business Plan and Management Information System design.
- 1995-1999 **Hewlett-Packard Española**, Financial Department (Spain and Portugal).  
**Business Controlling Manager and Treasury Manager** (1997-1999).  
**Treasury Analyst** (1996-1997).  
**Financial Analyst** Computer Products Division (1995-1997).