

BORJA GONZALEZ DEL REGUERAL

I am deeply committed to bring positive change and transformation to organizations. This commitment has been the driving force behind my career, which includes propelling digital and business transformation for leading players in the energy sector, deep tech scaleups and education. With a firm belief in the power of technology, I have dedicated a significant portion of my professional journey to understanding and implementing data science and digital solutions across verticals adding direct value to their P&L while creating new ecosystems and ways of working. Throughout my international experience, I have challenged the status quo through transformational initiatives and built diverse and cohesive teams that have flourished both personally and professionally. While bringing value, I consistently strive to surpass my own benchmarks, going the extra mile so that my team overachieves for the company.

PROFESSIONAL EXPERIENCE

Managing Partner - Blacksmiths

Belgium, Jul. 2022 - Present

Established and formed Quindata.io, a new company specializing in the implementation of AML solutions for the financial services and banking sector. Orchestrated the successful completion of a EUR 2m project for the Belgian Tax Authority, overseeing the establishment of a maintenance line and managing ongoing projects. Spearheaded negotiations with Quantexa, resulting in the implementation of an anti-fraud solution at Kbc.

- Lead and resource a team of experienced data engineers/scientists and project managers to successfully establish an anti-fraud and AML practice at Cronos for Benelux and Spain.
- Manage contracts with the Belgian tax authority, Kbc and Quantexa to increase the revenue line by 47%.
- Setup and manage strategic agreements with senior stakeholders in the financial services industry, logistics and public sector.

Advisor and Board Member – The Next Pangea (participated by ArcelorMittal) **Spain, Jun. 2021 - Present**

Deep tech scaleup company targeting the industrial sector on the on the application of the innovation stack related to the application of nanotechnology, biotech, artificial intelligence, or additive manufacturing. Projects include <http://bitly.ws/l4qj> and <http://bitly.ws/l4q3>. (Detailed information cannot be disclosed due to confidentiality agreements)

- Lead and drive forward the application of artificial intelligence and nanotechnologies on hydrogen and energy-related initiatives with major players in the energy space.
- Advised and successfully launched the company designing and approving its initial organizational structure, go-to-market strategy and partnerships with clients, suppliers and Universities.
- Established the commercial services line to bring different products to the market increasing its conversion rate while reducing costs.

Vice-Dean of Data Science & Technology – IE Business School

Spain, Feb. 2017 - Jun. 2021

Accelerated the growth of IE's technology product portfolio, driving revenue to EUR 14m within four years from the initial EUR 250k. Successfully positioned IE as a key player in the global tech and data science arena. Secured strategic partnerships with tech and market leaders, further enhancing IE's industry presence. Led and empowered a team of 10 Senior Directors, C-Suite executives, and Product Owners.

- Co-founded, led and developed the CIO Executive Council, first as a board member and afterwards as president of the board, uniting CIOs of the main IBEX-35 companies across verticals.
- Advised the C-suite and designed the strategy for a centralized data science team, recommending a CDO and prioritizing projects for commercial teams, international business development and marketing.
- Increased conversion by 15% during the first year by improving the customer journey and streamlining and automating processes.

BP (British Petroleum)

London, UK

Designed and spearheaded a new "Global Finance Service Line" in partnership with BP's global leadership team. Achieved significant cost savings of USD 10m within the first nine months by standardizing and centralizing BP's

LSC (Finance Shared Services). Effectively managed a team of 20 Senior Program Managers and three analysts across 20 countries, overseeing a budget of USD 20m.

Commercial Services Manager

Apr. 2015 - Feb. 2017

- Designed, resourced, and implemented the digital transformation strategy for the creation of two shared services centres, implementing an end-to-end finance workflow reducing expenditure by 60% globally.
- Enabled and implemented a new “customer-centric” delivery culture based on combining customer needs with process excellence and Agile/Scrum delivery cycles.
- Built the end-to-end data driven solution enabling BP to budget and track internal corporate costs decreasing variances from 25% to 3% equipping senior stakeholders with reliable data for decision making.

Commercial Performance Improvement Consultant (BP)

Sept. 2014 - Apr. 2015

Engaged as a consultant for BP Downstream and the Digital Transformation Centre of Excellence, contributing to the Commercial Performance Improvement initiative in collaboration with KPMG. Evaluated BP's businesses and acted as a venture capital advisor to identify USD 13m savings. Specialized expertise in Digital Transformation and Downstream, offering strategic insights to drive growth and operational efficiency in these areas.

- Led a rationalisation initiative for Petrochemical plants identifying savings worth USD 1m/annum by improving the planning and resources utilisation for a complex dual plant site in the UK.
- Analysed and implemented manufacturing opportunities worth USD 12m+ related to plant reliability, maintenance, sales and distribution activities.
- Increased productivity by redesigning and implementing 50 new roles for the Strategy Office in response to the rightsizing of the organization elaborating business cases for cost rationalisation activities.

Iberdrola

Spain, Brazil, US, UK

Consulted and integrated seven utilities in four countries under the Global Networks Business as part of the business transformation program focused on achieving post-merger savings. Increased potential savings up to 10% worldwide due to the centralization and standardization of certain activities.

Business Integration & Reporting

Dec. 2010 - Jul. 2014

- Analysed and launched initiatives worth USD 500m+ by centralising and redesigning operational areas of the Global Electricity Network Business.
- Advised the COO of Iberdrola's International Division on the economic rationale of managing centrally certain local activities and the setup of an Integration Office.

Regulatory Office (Jan. 2007 – Dec. 2010) and Natural gas business developer (Sept. 2003 – Jan. 2007)

EDUCATION

2022-2023	M.Sc. in Quantum Computing Technologies	Polytechnic University of Madrid
2019-2021	M.Sc. in Data Science & AI	Data Science Tech Institute
2017-2021	B.S. in Computer Science	University of the People
2012- 2014	Exec. MBA + Global Advanced Management	IE Business School
2005-2010	Ph.D. in Energy (Energy and Economics)	Polytechnic University of Madrid
2007- 2008	M.Sc. in the Electric Power Industry	ICAI - Comillas Pontifical University
1998- 2003	MEng. in Mining Engineering (Energy)	Polytechnic University of Madrid

ADDITIONAL INFORMATION

Languages:

- **English:** Bilingual Education (St. Anne's School), **French:** B2.4 (Alliance Française), **Spanish.**

Awards & Publications:

- 2014 IE Business School Dean's list and member of Beta Gamma Sigma (Top 10%).
- 2011 Book “Practical Approach to Exergy and Thermo-economic Analysis of Industrial Processes” Springer.
- 2010 Royal Academy of Doctors award to the best PhD thesis in Spain in its field.