

# **CURRICULUM VITAE**

## **PERSONAL INFORMATION**

Name: **Ana María**  
Surname: **Molleda Tejedor**  
Nationality: **Spanish**  
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## **GRADUATE AND POSTGRADUATES STUDIES**

**2017-2018** Master's degree in Training of Secondary, Professional, and Language Teachers, Universidad Villanueva

**2008-2010** MBA Executive Emerson Network Power Internal Training

**1989-96** Industrial Engineer, ICAI Universidad Pontificia de Comillas Madrid

## **PROFESSIONAL EXPERIENCE**

**CUNEF: Sep 2018 – Current      Mathematics for Business Professor**

**VERTIV Co Dec 2016 – April 2018      Europe Service Director**

Continuity of the same role as at Emerson Network Power (Emerson Network Power became Vertiv in December 2016)

**EMERSON NETWORK POWER      March 2010 – Dec 2016      Europe Service Director**

Reporting to VP Service Sales EMEA. Leading Service P&L (50M€) and organization in Europe.

**EMERSON NETWORK POWER      Jan 2008 – March 2010      Market Unit Managing Director**

Reporting to VP Sales EMEA and VP Service EMEA. Leading Sales and Service organization, legal entity and customization/repairing center, with full P&L Ownership

**EMERSON NETWORK POWER      Jun 2005 – March 2008      Spain Operations and Service Manager**

In charge of Sales support department, Project Management and Services organization including Spanish Energy Operation Center (EOC), with a total team of 20 engineers and contracts managers and 15 field engineers.

**EMERSON NETWORK POWER      March 2003 – Jun 2005      Spain Technical Manager**

In charge of the Sales support and ENEC development areas with a team of 13 engineers, working with Sweden and Italy head quarters, and NM centre. Main responsibilities:

- Establishment of the operative annual plans to introduce new technical solutions in our customers.
- Responsible, as Product Manager, for solutions in Spain for DC, Monitoring solutions (ENEC), UPS, Air conditioning.

- Process analysis to define IT tools for Projects and Sales Departments to improve their efficiency.
- Market analysis to evaluate and compare solutions from our competitors.
- Bench marking with other market units.
- Responsible for Europe and South America of the development of ENEC.
- Customer technical presentations, tender answers and homologation processes.

**EMERSON NETWORK POWER April 2001-March 2003 Technical Department of Energy systems**

Junior Engineer in charge of answering customer tender from the technical point of view, technical support and homologation process.

**ERICSSON Spain Sept 1997-April 2001: Technical Department of Energy systems**

Software Development Engineer

**ERICSSON Sweden Sept 1996-Sept 1997: Technical Department of Energy systems**

Software Development Engineer

**LANGUAGES**

**English:** Full professional proficiency

**Spanish:** Native

**OTHER COURSES**

Course of Financial for non-financial: Emerson internal training. (2011)

Course of Manager Skills: Emerson internal training (2005).

Course in Operational Processes: Nov 04-april 05.

Course of Negotiation techniques: May 05

Course in SAP: May 03

Course Telecommunications for nom Telecom engineers: Oct 00.

**OTHER INFORMATION**

- Computer skills: excellent knowledge in Microsoft Office tools, Powerpoint, Word, Excel, Project.
- Intelec 2006. Author of the paper "A New Advanced Management Solution for Telecom Infrastructure Equipments and Buildings".