

RAFAEL CABEZA DIAZ

Seniority, Efficiency & Independence



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ABOUT ME

Enthusiastic and committed to the company and customers. I like dealing with people. Goal-oriented & achievements approach, especially, in managing and trading projects. I pretty love organizing meetings, workshops and other company events.

Hobbies: *Mindfulness*, Sports. Humanities, American narrative and black novel. Travel and cook.

"If you are not able to align your customers goals with those of your company and your own, you will hardly be able to develop your work without living contradictions"

Rafael Cabeza, September 2019

PERSONAL SKILLS

INITIATIVE & CREATIVITY



ACHIEVEMENT FOCUS



LEADERSHIP



EMPATHY



NETWORKING



ORGANIZATION



EXPERIENCE

-ENVIRONMENT & ENERGY CONSULTANT. FREE-LANCE (Jul 2019-present).

SYNERADVISOR. Specialized in Audits, ESCO and RFQ for Environmental & Energy and HYDROGEN, BIOGAS Projects; Gases: O₂, N₂, H₂, NH₃, ETO, HCl for Chemistry & Pharma segments. Clients: ENAGAS, CLH, MOEHS, CROMOGENIA, NOREL, ARCAMO Aguas El Prat. ICAEN de la Generalitat, Mesa del Hidrógeno. Gas-Electricity installation & certification company.

-MARKET DEVELOPMENT OF ENVIROMENT, ENERGY & CHEMISTRY SEGMENT. SPAIN & PORTUGAL AREA MANAGER | (Feb 2005- July 2019). Sales & Applications of Engineering, Technologies and Gases.

LINDE GAS ESPAÑA. LINDE GROUP

Team of 4 engineers. Sales 20M€/a & New Sales 2M€/a. Organize Workshops & Trainings for clients ("in company") and collaborations with Catalanian Polytechnic University (>40).

-MUNICIPAL SALES & MARKETING MANAGER | (2000- 2005). Ventas WWTP & Drinking Water: 12M€/a. **VEOLIA WATER SYSTEMS.**

Product Manager in Spain of WWTP US Filter, ENVIREX & ZIMPRO Tech. Reuse Technology responsible. El Prat Reuse Treatment (aquifer injection& irrigation) Organize Workshops & Trainings for clients.

-TECHNICAL DIRECTOR | (1997 - 2000)

SANEJAMENT ENERGIA, SA. AGENCIA CATALANA DEL AGUA (WATER/ENERGYPUBLIC ADMINISTRATION)

9 Power Cogeneration & Sludge projects. Investment 25M€. Electricity purchasing > 300 WWTP. Implementation 3 BIOGAS cogeneration projects: Granollers, Manresa and Vilanova. 15 WWTP Energy Audits coordination.

-INDUSTRY ENVIRONMENTAL & ENERGY MANAGER | (1991 - 1998)

INSTITUTO CATALÁN DE ENERGÍA (ICAEN) (ENERGY ADMINISTRATION)

200 Ind. Energy Audits. (P&P, F&B, TEXTILE, CHEM, etc.). EUROPEAN PROGRAMS: LIFE, MEDSPA, SYNERGY, THERMIE, etc.

-PROJECT MANAGER, COMISSIONING AND PILOT PLANTS. | (1989 - 1991)

DEP. RESIDUOS ALTA CARGA ORGÁNICA (DRACO)

Design, execution and commissioning of WWTP for industry, specialized in floating (DAF) treatments.

EDUCATION

-MANAGEMENT SKILLS AND LEADERSHIP
ESADE. BUSINESS & LAW SCHOOL.

-MBA. MÁSTER BUSINESS ADMINISTRATION
ESCUELA ADMINISTRACIÓN EMPRESAS (EAE)

-MASTER ENVIRONMENTAL ENGINEERING
UNIVERSIDAD POLITÉCNICA DE CATALUNYA (UPC).

-ENVIRONMENTAL ENGINEERING DEGREE
ESCUELA DE ORGANIZACIÓN INDUSTRIAL (EOI). Ministerio Industria y Energía.

-CHEMICAL ENGINEERING DEGREE.
UNIVERSIDAD POLITÉCNICA DE CATALUNYA (UPC).

-ENERGY AUDITOR. **ENERGY GENERAL DIRECTION EUROPEAN COMMISSION.**

-OFFICIAL RISK PREVENTION TRAINING PRL (50H).
INGENIEROS COGITI

-ENVIRONMENTAL LEGISLATION. **AJUNT. SABADELL.**

-CURSOS ENERGIA Y MEDIO AMBIENTE. **INSTITUTO CATALÁN DE TECNOLOGIA (INDUSTRIAL ENGINEERS OF CATALONIA ASSOCIATION).**

ONG

MANAGEMENT BOARD. COMPANY TO HELP INTELLECTUAL HANDICAP PEOPLE/ (1997-2.000)
PROMEFO. HOTEL ENTITATS. AJUNTAMENT VIC

IDIOMAS

SPANISH	■	■	■	■	■	■
CATALAN	■	■	■	■	■	■
ENGLISH	■	■	■	■	■	■
FRENCH	■	■	■	■	■	■

PROFESSIONAL SKILLS

ENFOCADO CLIENTE

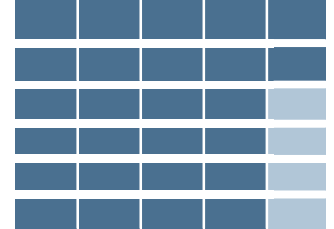
ORIENTACIÓN OBJETIVOS

ESTRATEGIA

INGENIERÍA

COMERCIAL

GESTIÓN EQUIPOS



ACHIEVEMENTS

-Sales growth 100%, Industrial Services and promoting integral sales: Product, installation, maintenance & training. **LINDE.**

-Coordinator of WWTP TRAINING IN **CATALONIAN POLYTECHNIC UNIVERSITY** (2006-2010).

-ENVIRONMENTAL & ENERGY COMMISSION President and ENGINEERING & SUSTAINABILITY PRIZE jury member (2010 – 2014). **BARCELONA ENGINEERING ASSOCIATION.**

-ENVIRONMENTAL TECHNICIAN IN ENERGY RESOURCES | (1997 – 2002) Course Director. **FUNDACIÓN BOSCH I GIMPERA. UNIVERSIDAD DE BARCELONA (UB)**

PAPERS & BOOKS | (1991 – present). **BOOKS:** "Water, an universal resource" and +3. **Papers:** "Energy Optimisation Mejora eficiencia EDAR biológicas" and +10. **TECNOLOGIA AGUA (ELSEVIER). INGENIERIA QUÍMICA (ELSEVIER). PROYECTOS QUIMICOS. THEKNOS (Enginyers BNC)**

ORGANIZE WORKSHOPS/TRAININGS AND COURSES | (1991 – present) >100. **UPC, UB, UPV, ICT, CAMARAS COMERCIO, FECIC, ASPAPEL, EMPRESAS PAPEL, QUIMICA, F&B, TEXTIL,**

Feasibility Rapport for Energy valorisation of Sludge of Estate Sao Paulo, Brazil | (1996-97). **Sociedade de Saneamiento Básico del Estado de Sao Paulo (SABESP)**

ASOCIACIONES

ESADE ALUMNI ASOCIADO | (2009 – present)

ESADE. BUSINESS & LAW SCHOOL.

ENGINYERS BARCELONA COLEGIADO | (1993 – present).

GRUP GESTORS ENERGÈTICS CATALUNYA. (1991 – 2001)

ASOCIACIÓN CATALANA DE INGENIERIA Y CONSULTORIA MEDIOAMBIENTALES ACECMA. | (2002 – 2008)
REPRESENTANTE EMPRESA