

MARÍA CECILIA ARAUJO MORALES

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Profile:

I am an economist with an MBA on International General Management. I have ample experience in the design and management of local content programs for the supply chain of mining companies. Apart from being bilingual, I have analytical and managerial skills and the ability to work in multicultural and inter institutional spaces.

I aspire to work in a cooperative environment with permanent challenges where honesty, professionalism and diversity are valued and promoted.

Main professional achievements:

- Fourteen years of experience working in the development of local suppliers for mining companies. Average size and duration of the projects: US\$ 3 millions, 3 years.
- Design a suppliers development program for Peñasquito's Community Relations Department, Newmont, Mexico.
- Collaboration with Community Insight Group advising mining companies on how to develop local content in Ecuador and Argentina.
- Provide advisory in the design and implementation of a local content strategy, Newmont, Mexico.
- Design of a local content project for Peñasquito mine, Newmont, Mexico.
- Design of a local suppliers project for Merian, Surgold, Suriname.
- Design and management of development of local suppliers projects in Ahafo, Ghana – Africa with Newmont Ghana Gold Ltd. as replica of a similar project in Peru with Minera Yanacocha.
- Elaboration and implementation of a succession plan for the management of development projects in Ahafo. Transferring skills and responsibilities to Ghanaian professionals.
- Participation as well as leading the organization of B2B fairs as an effective way to diversify markets of local SMEs in Peru and Ghana.
- Use of planning and monitoring tools according to standards of international entities such as IFC-World Bank.

Work experience:

Senior consultant on local suppliers' development programs, Peñasquito, Mexico

Institution	Peñasquito mine, Newmont
Period	November 2022 to date

References

Lorena Granados

Lorena.granados@newmont.com

Community Investment Officer, Community Relations Department, Peñasquito

Senior Consultant on Local Content, Community Insight Group Ecuador and Argentina

Institution Community Insight Group
Period June 2021 to August 2022
References
Vera Ogorodnikova vogorodnikova@communityinsights.eu
Senior Consultant CIG

Senior consultant on local content, Peñasquito, Mexico

Institution Peñasquito mine, Newmont
Period November 2019 to date
References
Maria de Gasperin maría.degasperin@newmont.com
Local content Superintendent Peñasquito

Senior consultant on local content, Merian Suriname

Institution Suriname Gold Company – Newmont
Period September 2016, December 2016
References
Kojo Bedu-Addo kojo.bedu-addo@surgold.com
Manager SR Surgold

Program Coordinator Ahafo Linkages Program, Ghana

Institution International Finance Corporation (IFC)
Period November 2006, June 2009
References
Imoni Akpofure Imoni.akpofure@gmail.com
Country Manager Ghana – IFC Africa

Responsible of Design and Evaluation of Projects, Peru

Institution SWISSCONTACT, Peru
Period September 2005 - October 2006
References
Cecilia Rivera del Piélago Ceciliar@swisscontact.org.co
Country Representative of Swisscontact

Coordinator SME IFC Linkages Program Cajamarca, Peru

Institution SWISSCONTACT/IFC
Period October 2004 – August 2005
References
Erika Rhoades e.rhoades.us@gmail.com
Senior Officer IFC

Technical Advisor SME IFC Linkages Program Cajamarca, Peru

Institution SWISSCONTACT, Peru
Period March 2003 – September 2004
References
Cecilia Rivera del Piélago Ceciliar@swisscontact.org.co
Country Representative of Swisscontact

Consultant:

Institution RECURSOS S.A., Peru
Period November 2002-February 2003
References
Econ. Ramón Ponce Monteza Mobile: +51 1 9902 9562

Research Assitant:

Institution ASOCIACIÓN BENÉFICA PRISMA - LIMA
Departament Gerencia de Investigación y Desarrollo
Period June 2002 – August 2002
References
Dr. Luis Segura García +51 1 464 0489, Annex 259

Education and other academic skills:

Post-graduate studies: International MBA - General Management, Vlerick Leuven-Gent Management School, Belgium, September 2009 - September 2010

Degree: Economist, Universidad Nacional de Trujillo, April 2002
Bachelor degree: Economics, Accountancy and Management Sciences, Universidad Nacional de Trujillo, March 2001

Spanish Native speaker
English: Fluent (read, spoken and written)

Personal information:

Date of birth October 2nd, 1977
Place Cajamarca, Peru
Peruvian ID number 26729502
Chilean RUN number 24.277.541-4
Peruvian Passport 216056700
Marital status Married

Scholarships and Honors:

Scholarship given by Vlerick Leuven-Gent Management School to follow the post graduate program for % of the cost. April 2009.

Graduated Summa Cum Laude XL class of Economics, Universidad Nacional de Trujillo, 2000.

Publications:

"Strategic adjustment and implementation of a local procurement policy for private sector in Ghana", Vlerick Leuven Gent Management School, July 2010

"Asistencia Técnica, Lecciones Aprendidas en el Programa de Enlace Pyme Cajamarca", Swisscontact, December 2005.

Thesis: "Distribución del Ingreso en el Perú: implicaciones políticas de su caracterización" Universidad Nacional de Trujillo, Diciembre 2001.

Conferences:**Speaker:**

"Ahafo: measuring the impact of supplier development", Accra Mayo 2009. As part of the international conference "Impact Assessment and Human Wellbeing" organized by IAIA, Environment Protection Agency Ghana and the Ministry Local Government, Rural Development and Environment Ghana.

"Mining, economic opportunities and experiences on industrial articulation "Trujillo- Peru, August 2005.

"Cajamarca Linkages Program: how to be competitive in the SME market", Cajamarca-Peru, August 2005.

Organization:

"Ahafo Business to Business Encounters", Ahafo-Ghana June 2008.

"Public Policies for the promotion and development of the SMES " Lima, February 2006.

"Cajamarca Business to Business Encounters", Cajamarca-Peru, July 2005.

Seminars and training programs:

"Effective teams 2009", IFC on-line, 2009.

"IFC Integrity Due Diligence", IFC on-line, 2008.

"Managing Environmental and Social Performance", IFC on-line, 2008.

"Information Security Awareness", WB on-line, 2008.

"IFC Credit Investment Overview", IFC, Johannesburg, August 2008.

"Vinculando a la gran empresa con la pequeña empresa", Ministerio de la Producción, Lima, 2005.

"VII Foro Interamericano de la Micro Empresa" BID, Cartagena de Indias, Colombia, 2004.

VI Curso de Extensión Universitaria en Regulación de Telecomunicaciones, OSIPTEL, 2002.

XLVII Curso de Extensión Universitaria del Banco Central de Reserva del Perú, 2001.