**Pablo Fernandez Blanco**

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**BANKING** • **PRIVATE EQUITY** • **VENTURE CAPITAL** • **STRATEGY** • **INNOVATION**

**SENIOR INVESTMENT MANAGER**

*Experienced executive in Private Equity and Venture Capital with high focus on innovation and strategy*

**PROFESSIONAL PROFILE**

* Senior-level professional experienced as Investment Manager.
* Highly analytical decision-maker with extensive experience in investment management, strategy, marketing and innovation. Proven expertise in the demanding Private Equity/Venture Capital industry.
* Seasoned executive who challenges conventional thinking, combining strategic and innovation skills.
* Motivated self-starter that previously acted as an entrepreneur who earned multiple sales achievement awards during early career.

**AREAS OF EXPERTISE**

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Investment management

Private Equity

Venture Capital

Asset Management

Marketing Strategy

Customer Strategy

Strategic Thinking

New Business Development

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Product Analysis & Development

Open Innovation

Design Thinking

Lean Methodologies

Building Strategic Alliances

Sales Direction & Initiatives

* Information Technology Initiatives
* Negotiations
* Relationship Building
* Staff Coaching & Mentoring
* Training & Development

**PROFESSIONAL EXPERIENCE**

**Senior Investment Manager,** Blackfinch Investment - Gloucester, 2018 - Present

* Generate relevant business opportunities coordinating deal flow analysis and tracking. Analysis of new business to take forward or decline opportunities
* Liaise with intermediaries including funds, brokers, lawyers and FA to generate deal flow.
* Analysis of opportunities including DD, financial modelling and IC papers for consideration
* Work to attend board and investee companies’ meetings to monitor progress and provide reports to IC.
* Private Equity EIS / SEIS portfolio management (F&B, entertainment, media, transport) £20m under management.
* Blackfinch first EIS VC portfolio: £4m raised. Four companies invested (Ed Tech, SaaS, Data Analytics, Wearables Tech).
* Blackfinch second EIS VC portfolio: £6m raised. Five companies invested (Fintech, hardware, booking platform, the rest is under NDA).

**Private Equity / Strategy Consultant,** London - Madrid, 2016 - 2018

* Development of VC strategy for different companies /industries and countries:
* Sapanxa. Group of Spanish Restaurants based in the Baleares Islands. 3MM turnover, 0.5 MM meals served /year
* Micocar. Spanish Start up based in Madrid. Micocar app connects drivers and taxi customers providing discounts in all rides. Taxi Drivers: +2.000; Passengers: +20.000; Total Turnover: +10.000 €/month.
* Mr Organic. Food and Beverage Company based in London. Expanding their operations to Spain, Italy and France.
* KKDesign. Interior design Company based in London. Organization, development and strategy.

**Senior Customer Strategy and Business Development Manager,** Caixabank, Madrid, Spain, 2009 to 2016

* Implemented and supervised the Marketing Strategy, Customer Analysis and Strategy, Quality Service Policies and Innovation at the largest affluent and wealth management bank in Spain.
* 2.5% annually grew in market share by increase revenues through organic growth (7,000 new clients with more than €1.2 M) and a total of €42,000 M under management.
* Developed new services, commercial protocols and distribution channels based on Customer Experience Methodology.
* Leader of the Digital innovation team winning in 2015 the “Best Private Banking services overall” award from the recognized magazine “EuroMoney”.

**Senior Associate,** Morgan Stanley Wealth Management, Madrid, Spain, 2007 to 2009.

* Customer and Marketing Strategy leader.
* Development of Customer Management Protocols, CRM, Customer Analysis and BI
* Development of the Balanced Scorecards, Company Dashboard and Key Performance Indicator.
* Responsible for Internal Communication Channels including internal and external web and customer support.

**Product Manager,** Yelmo Cineplex, Madrid, Spain, 2005 to 2007.

* Developed new business venture for Cineplex, IMAX and Yelmo of new cinema theatre in Spain
* Oversaw recruiting, construction, distribution, marketing and operations for what would become the first IMAX in regular cinema theatre
* Development of three new centers in Spain in two years
* Took on full P&L responsibility
* Exceeded plans for growth, achieving revenue of $2 million within two years while maintaining high profitability levels.

**Sales Manager,** Europark-Amena, Oviedo, Spain, 2001 to 2005.

* Managed a sales force of 20 individuals and 8 shops boosting the mobile phone sales from 0 to $5-million
* Implementation of business plans and goals through CRM policies and business dashboards
* Took on full P&L responsibility
* Built a team of outstanding key staff

**Personal Assistant to CEO,** Fundación Isaac Albéniz, Madrid, Spain, 1994 to 2001.

* Management of musical and cultural activities in the bigger Spanish classical music school and foundation with an €8M Budget
* Directed all facets of the business, including Sales, Marketing and Operations
* Management of the “Escuela Superior de Música Reina Sofía” with more than 200 students and 300 concerts all over the world
* Management of the “Concurso Internacional de Piano of Santander”

**EDUCATION**

**Executive MBA** Instituto de Empresa. English Blended. 2015-2016

**Yale University.** Yale School of Management. Global Network for Advance Management, MBA. 2016

**Open Innovation & Corporate Entrepreneurship.** ESADE Business School. 2013

**Postgraduate Diploma in Private Banking.** Idec-Universidad Pompeu Fabra. 2009-2011

**Strategic Marketing and Sales.** ESADE Business School. 2005-2006

**Bachelor in Business Administration.** Universidad Complutense de Madrid.

**SKILLS**

* Certifications:
  + **Design Thinking.** Ideo (License 15897d0ea175d0)
  + **Digital Marketing** IAB Spain
  + **SEO Training Course** Udemy
  + **Web Analytics** EOI
  + Languages:
    - Spanish (mother tongue), fluent in English and Italian.