



Miguel Ángel López Trujillo

MAIN WORK EXPERIENCE

2009-present

Orkestra. Basque Institute of Competitiveness



Leading think-tank in Spain specialized in regional competitiveness.

Crecer+ Director

Responsibilities: Design and management of Crecer+, a programme to support the growth of new Basque innovative companies.
Experience related to EBAN's 5 pillars: **Entrepreneurship & innovation policy for the Basque Government.** Organisation of **investment events**, mentoring programmes and round tables **with international BAs** (France, UK, USA, Canada, Bahrain, Spain) and local BAs. Ignition of 2 new **professional BAs** in Basque Country (BANC+ & Alumni Deusto). Promotion of **cross-border investments** (5 Crecer+ coached companies in Sophia BAs Venture Academies and EBAN Winter University 2010. MOU with Sophia BAs. EBAN membership). Acquisition, servicing and retention of participating entrepreneurs, BAs, incubators, BICs, tech corporations, investors and related professionals. **Data gathering**, mapping, database creation and report writing, in collaboration with Orkestra's staff, of the regional entrepreneurial and financing ecosystem. Data gathering from Crecer+ companies for future research. **Lobbying** to Basque Government Officials. Negotiation and work with regional **policy makers**. **Advising** on early-stage financing to start-ups. **Professor and tutor** of Entrepreneurship at Deusto Business School's EMBA. Reporting to Orkestra's board. Budget and finance management. Sponsorships and **partnerships**.

2008

Red OTRI



Spanish Universities' Knowledge Transfer Network

Spin-Off Area Manager

Responsibilities: Strategic implementation of the new Spin-off area in collaboration with Managing Director and work team.
Experience related to EBAN's 5 pillars: **Advisory services** to +35 universities in spin-off promotion, management and **professional early stage financing**. Selection, servicing and retention of work team members and participating universities. **Manager of University Knowledge Transfer Annual Survey**. **Data audition** in collaboration with Managing Director. **Participation** as co-writer and **data analyst** in 2008 **Annual Reports** on knowledge transfer and network activities. **Liaison with EU Knowledge Transfer Networks** (ProTon & ASTP). Participation in the "Think&Act" **EU research project**. Member of organisation committees of 2008 annual congress, conferences, work team meetings, and training sessions. Support to Managing Director in reporting to **policy makers** about innovation and university knowledge transfer policies.

2007-2008

Loenviogratis.com



Internet Start-up. Free ad-based postal service

Business Development Manager

Responsibilities: Design and implementation of the company's market and financing strategy.
Experience related to EBAN's 5 pillars: **Research** and reporting on early stage financing options. **Data gathering** about market performance and competitors. **Raising of early stage capital** (grants, loans, business angels). Liaison with potential investors. Selection of **partners** to develop the company.

2007

Madrid's Regional Government and King Juan Carlos University



Entrepreneurs Office Manager

Responsibilities: Management of the Entrepreneur Office of the Madrid Regional Government at the King Juan Carlos University Technology Campus.
Experience related to EBAN's 5 pillars: **Selection**, servicing and **retention of participating entrepreneurs**. Liaison with **early stage financing** (FFF, subsidies, loans, BAs) and sector partners. **Data collection** and database maintenance on new innovative companies and their financial needs. Organisation of entrepreneurship **events**, lectures and trade fair participations. Training and **advisory services** to entrepreneurs to raise early stage financing.

1999-2005

Benjamin Franklin Institute for North American Studies. University of Alcalá



Academic Coordinator & Professor

Responsibilities: Coordination of a team of 25 professors of European and Spanish Economics, Entrepreneurship, Marketing, Intercultural Management, etc. Professor of European and Spanish society, economy and culture.
Experience related to EBAN's 5 pillars: Servicing and retention of **participating universities**. Attraction of new customers (mainly US universities). **Ph.D.** obtained with **European honours**. Running of **events** and study visits and trips to international students.

1997-1998

Texas State University (USA)



Teaching Assistant

Experience related to EBAN's 5 pillars: **Instructor** of Hispanic society, economy and culture and Spanish language. MA Thesis on economic, legal and cultural history. **Market research** assistant for new Texas History Museum.

EDUCATION

Academic Degrees

MBA

Univ. of Salamanca, Spain, 2006

European PhD in History

Univ. of Alcalá, Spain, 2004

MA in American History

Texas State University, USA, 1998

BA in History and Geography

Univ. of Alcalá, Spain, 1994

Other Training

Specialization Seminars & Courses

Early Stage Investment
 Technology Transfer
 IP Protection
 Entrepreneurship
 Business Administration
 Teamwork
 Cultural Management.

4 Competitive Research Grants

obtained in Spain, France, USA and UK.

ADDITIONAL SKILLS

Languages

English: Excellent
French: Working Level
Spanish: Mother tongue

Communication

Writer and Collaborator in Technical Reports

Speaker in congresses
Moderator of Round Tables

2 books (2006 and 2001)

15 academic papers

Book reviews
 Newspapers articles.

Entrepreneurial Experience

Google Humano: 2007-present
Loenviogratis.com: 2007-2008
Histania Consultores: 2003-2007

Angel Investments

Partizipa SL: 2007-present

AWARDS

Best Business Plan in Social and Human Sciences 2006 (ACS Foundation and Autonomous Univ. of Madrid).

San Antonio Conservation Society Publication Award 1998 (Texas, USA).

DATE OF BIRTH

Madrid, 24 July 1971