

Manuel A. Milan

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Education	The University of Texas at Austin, McCombs School of Business	Austin, TX
May 2007	Master of Business Administration Concentration in Finance	
	Instituto Tecnologico y de Estudios Superiores de Monterrey	Monterrey, Mexico
June 1999	Bachelor of Science – Industrial and Systems Engineering. Graduated with Honors	
Experience		
Summer 2006	H. E. Butt Grocery Company <i>Corporate Summer Intern, Information Solutions</i>	San Antonio, TX
	<ul style="list-style-type: none">• Developed Key Performance Indicators for the leadership team to better track and align their IT initiatives with the goals and strategy of the business• Analyzed and proposed improvements in the existing Information Technology process which allowed the leadership team to better manage the IT initiatives budget	
Spring 2006	Fall Creek Vineyards <i>Team Captain, Marketing McCombs Plus Project</i>	Austin, TX
	<ul style="list-style-type: none">• Conducted consumer research to measure impact of wine club and e-commerce solution• Analyzed online sales and wine club best practices and made recommendations to senior management on ways to increase market penetration	
2/04 – 7/05	Geieme Desarrollos, SA de CV - Home Building Family Business <i>General Manager and Partner</i>	Chihuahua, Mexico
	<ul style="list-style-type: none">• Founded the company; developed the strategy and business plan to establish the company as a player mainly in Chihuahua’s middle-income houses segment• Designed financial models to create the budget and track revenue and expenses• Created sales/marketing strategies to gain share in the local real estate market	
10/99 – 1/04	CEMEX - Global Cement and Ready-Mix Concrete Producer <i>Strategic Planning Analyst, CEMEX Corporate Planning (10/01 – 1/04)</i>	Monterrey, Mexico
	<ul style="list-style-type: none">• Created a cost benchmarking model that details differences between plants; CEMEX planning department adopted model as basis for meeting plants objectives• Designed financial and statistical model to analyze performance goal differences among business units; results justified adjustment of performance-based compensation• Led the budgeting tool migration analysis team that evaluated and chose the system that best suits CEMEX needs• Co - Led an in-house budgeting tool implementation in Venezuela, Colombia, and Mexico, changing the former top-down budget to a bottom-up consolidation approach, simplifying owner/goal settings process• Designed a budgeting model and validated it with business areas including sales, operations, and corporate executives; successfully persuaded business areas to agree on design and data input	
	<i>New Talents Program, Mexico Human Resources (10/99-10/00)</i>	
	<ul style="list-style-type: none">• Designed and implemented a cement loading improvement process at the packing area generating annual savings in excess of \$50,000 (1000 cement tons) for the Hermosillo factory	
Additional	<ul style="list-style-type: none">• McCombs: VP, Hispanic Graduate Business Association; Graduate Finance Association; Entrepreneur Society; VP, Graduate Business Wine Club• McCombs: Participant, Finance and Operations Challenges• ITESM: Co-founder of Institute of Industrial Engineers Chihuahua chapter• Actively involved in catholic missions in Mexico. Led high school missionaries	