JUAN HIGUERA

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EDUCATION

THE UNIVERSITY OF TEXAS AT AUSTIN, McCombs School of Business, Austin, TX **May 2013**
Master of Business Administration, Full-Time Program

- Concentration in Finance and Energy Finance; GMAT 710; GPA 3.91
- MBA Investment Fund Student Portfolio Manager: One of fourteen students selected through a formal application process to actively manage value and growth portfolios with total assets under management of approximately $14M
- McCombs MBA+ Project: ADI Analytics – Monetizing Shale Gas. Benchmarking Gas Utilization & Conversion Options
- Consortium for Graduate Study in Management Fellow and 2011 MBA JumpStart Participant
- Member of Energy Finance Group and Graduate Finance Association

THE UNIVERSITY OF OKLAHOMA, School of Engineering, Norman, OK **December 2005**
Master of Science in Industrial Engineering

- Concentration in Statistical Analysis and Operations Research; GPA 3.88
- Analyzed FAA proprietary data from Airbus A380 TOGA simulations used in the evaluation of the aircraft

UNIVERSIDAD INDUSTRIAL DE SANTANDER, Escuela de Estudios Industriales, Bucaramanga, Colombia **August 2004**
Bachelor of Science in Industrial Engineering

- Honor student during five semesters; GPA 3.72

EXPERIENCE

POWER COSTS, INC. (PCI), Norman, OK and Houston, TX **2006 - 2011**
Software and Consulting Services Company - Electrical Power Industry
Manager / Project Manager (2009 - 2011)

- Managed on-site projects at San Diego Gas & Electric (SDG&E) and Sempra Generation by directing efforts of implementation teams consisting of PCI consultants
- Identified new business opportunities by developing strong understanding of client business processes; performed product demonstrations, and with the PCI Account Manager, provided new project proposals and quotes resulting in 51% and 58% increase in license fees and implementation services fees respectively with one client
- Advised clients on solutions of energy-related problems using the PCI suite of products (PCI GSMS); developed a system to evaluate energy bids and validate the day-ahead energy market awards provided by the Independent System Operator (ISO)
- Handled project timelines, budgets, communication, and resource scheduling; presented updates in periodical meetings to client's managerial staff and to PCI Directors resulting in successful and under budget projects

Sr. Application Consultant / Sr. Project Engineer (2008 - 2009)

- Designed and implemented a system to forecast energy marginal prices, calculate daily P&L in the ISO market, and generate bidding strategies for day-ahead and real-time markets using PCI GSMS resulting in the successful participation of SDG&E in the ISO Market Redesign and Technology Upgrade
- Led the PCI technical team to implement the PCI GSMS at NV Energy to submit daily schedules of energy to the ISO market and to perform the daily ISO settlements

Application Consultant / Project Engineer (2006 - 2008)

- Created a system to valuate energy deals and submit generators' energy bids using PCI GSMS resulting in the successful participation of Oklahoma Gas & Electric in the Southwest Power Pool market
- Developed a system to forecast generators' fuel usage and calculate P&L for Florida Power & Light

ADDITIONAL

- Fluent Spanish Speaker
- Officer of Smile Colombia Foundation-Mission Bucaramanga - provided school supplies to more than 400 kids living in poverty in Colombia; former officer and current sponsoring member of Colombian Student Association at OU
- **Work Eligibility:** Eligible to work in the US with no restrictions