



RAMIRO FLORES

O I L & G A S

With over 25 years of successful experience in the Oil & Gas Industry, I am a passionate advocate for Social Responsibility, Sustainable Development, and Energy Governance.

I firmly believe in the power of businesses to positively impact society and the environment, and I am proud to be part of this mission.

EXPERIENCE

CEO

Ifsa Group

Jul 2008 - Present (16 yrs 7 mos)


- **Compliance and Governance:** I maintained high compliance and corporate governance standards, leading to the company's recognition of integrity and business ethics.
- **Strategic Partnerships:** I established key strategic partnerships with other industry-leading companies, opening new business opportunities and contributing to a 15% increase in revenue from strategic alliances.
- **Restructuring and Transformation:** I carried out a successful restructuring of the company to adapt to changing market demands, resulting in a 5% improvement in operational efficiency and increased competitiveness.
- **Innovation and Product Development:** I led development teams that successfully launched new innovative products and solutions, capturing significant market share and generating an additional 10% revenue.


DIRECTOR OF REFINERIES & PETROCHEMICAL PLANTS


National Hydrocarbon Agency


Feb 2001 - Jun 2008 (7 yrs 5 mos)


- Managed construction, commissioning, and operations of refineries, achieving optimal efficiency while maintaining full compliance with industry standards.
- Led nationwide hydrocarbon production and commercialization strategies (PRODE), ensuring market stability and supply chain resilience.
- Designed proactive systems to ensure regulatory adherence, reinforcing trust, and operational and regulatory integrity.

 @floresramiro

 ramiroflores.com

 ramiro@flores.bo

 0000-0001-5336-6469

 La Paz, BO

SKILLS

- Strategic Thinking
- Overcoming Spirit
- Leadership
- Problem-Solving

EDUCATION

BABSON COLLEGE

Senior Executive Program
2022

UMSA

PhD, Engineering Science
GPA: A+ 4.0 (98%)
2024

LANGUAGE

SPANISH

Mother Tonge

ENGLISH

Professional working proficiency