

Name	Camilo Gonzalez
Current position	Infrastructure Lead Partner Latam North – EY
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Profile

I have more than 25 years of experience, including the leadership of a business line with more than 250 people and the leadership of a region that includes 13 countries. With strategic thinking and focus on empowerment and team building, I managed to promote 7 partners in the last few years; I have designed, created and obtained certifications for multiple business areas; I have assumed different roles as President, Market Lead Partner, Market Segment Lead Partner, Global Practice Lead Partner, Global Accounts Lead Partner; I have been elected on a recurrent basis as Board Member of various entities; and I have published several articles and have been invited as presenter and panelist in several events on funding, financing, risk and PPPs in Latin America and in the UK.

During my career, I have focused on financial consulting in several countries in America and have led some of the most emblematic infrastructure projects and transactions in the country, such as the financial structuring of the concession of the first line of the Bogota metro, the structuring of the Cali-Jamundi light rail, the structuring of the financial concession of the El Dorado airport, the concession for the renewal of Bogota’s BRT system (largest in the world), the process for selling EPM’s stake in ISAGEN, the financial analysis for the purchase of HSBC bank operations in four Latin American countries for the Gilinski Group, the assessment of the Hidroituango Project to finalize its financing and the spin-off of Mitsui and Toyota from SOFASA.

I have been married for 26 years, I have two children and I am a high-performance athlete.

Education

Executive Leadership Program Certificate, Harvard University – 2019
 Better Business Cases (Five Case Model) Registered Practitioner, APMG – 2019
 Latin America Partner Leadership Development Program, KPMG – 2012
 MBA, Loyola University – 1993
 BS Economics, Purdue University – 1991
 BS Industrial Management, Purdue University – 1991

Professional experience

EY Latam North | June 2018 – Current
Infrastructure Lead Partner | Latam North

Main activities

Design and execute the strategic plan for the region, which includes 13 countries
Design and execute the go-to-market plan and brand positioning in the region with innovative strategies
Structure and negotiate the budget of the region, which has grown more than three times since I joined the Firm
Identify and develop a new client portfolio
Develop alliances with legal and technical firms from different subsectors
Position the practice in the region, connect them with each other and with the global network
Lead the origination and execution of Master Service Agreements with Multilateral entities, covering all of Latin America
Develop and manage very high-level customer relationships
Originated and led the feasibility studies and structuring of several large capital projects in multiple sectors
Acted as a presenter and / or panelist at multiple international events
Develop and coordinate high-performance multidisciplinary teams
Design strategies and support the cross-selling of services from various business lines

KPMG Advisory, Tax & Legal | November 2002 – May 2018

Partner

Main activities

President of KPMG Advisory Services (6 Partners and more than 250 people, which later merged with KPMG Tax & Legal) for three years
Member of the Steering Committee of KPMG Colombia
Lead Partner of multiple strategic and market initiatives for the Firm
Led and represented Colombia in multiple international initiatives
Designed and developed new business lines for the Firm
Developed one of the most profitable areas of the Firm by integrating a very high-performance team
I was one of the main promoters of the mobility program, sending members of my team to various countries in the continent and bringing representatives from various countries in America and Europe to Colombia
I was rated "Outstanding" in the practice quality reviews and also served as a reviewer of practices
Successfully led regional work involving up to seven countries
Led the origination and execution of some of the most emblematic infrastructure projects in the country
Led the consultancy for the privatization, sale and purchase of several private and state companies
Developed and strengthened relationships with several of the main economic groups in the country
Supported the entry of multiple Capital Investment Funds in Colombia
Supported large Colombian companies in making acquisitions abroad
Acted as lead regional partner for Japanese and Chinese global initiatives
In 2012, I was selected as the only Partner from Colombia to participate in the Latin America Future Leadership Development Program, which included only 18 Partners from the entire region

Estrategia Financiera y Gestion | May 1998 – October 2002

Founder – General Manager

Financial and strategic consulting

Corporacion Financiera de los Andes (Currently Corficolombiana) | June 1996 – April 1998

Director – Investment projects

Financial consulting

Corporacion Financiera de Desarrollo | December 1994 – May 1996

Director – Investments and affiliates

Financial consulting

Inverlink | May 1994 – December 1994

Director of Projects

Financial consulting

Fiduciaria de Occidente | January 1994 – May 1994**Director of Investments**

Financial consulting

Other honors

Elected as a member of the Board of Directors for several binational Chambers of Commerce and was elected as Vice President of the Board of the Colombia – United Kingdom Chamber of Commerce

Scholarship from the National Hispanic MBA Association (NSHMBA)

Scholarship from the MBA faculty of Loyola University

Scholarship for being a member of the Varsity Tennis Team at Purdue University (NCAA Division 1)
