

Pablo G Páez Post-PhD



www.pablogpaez.com

- **Post-PhD Business & Management. AIU. USA**
- **PhD Business & Management. AIU. USA**
- Top level executive. CEO. Co-founder / Co-owner of **Pirámide Digital**
- Twenty years of international work experience in over thirty countries in: mobile operators, fixed service, Internet service provider, TV cable / air, data transmission, beepers, technology companies, and Customers services as well as contact centers. Had been *Chief Executive Officer, Chief Operation Officer, Chief Sales & Marketing Officer, Chief Information Officer, Chief Technological Officer y Customer Services Officer in Telecom Industry.*
- Focused on measurable objectives, level of service in the industry and achieving results.
- **Ten postgraduate degrees** in management, customer service, telecommunications, information and communication technologies in **Sweden, Netherlands, USA, Korea, Singapore, India and Brasil.**
- Able to provide technical support required to implement strategies to increase and maximize revenue and profitability in business.
- Ability to change the organizational culture and motivation of the human factor.
- Working experience in Management Information Systems, Managerial Control, Customer Relationship Management, Business Process Reengineering, Total Quality Management, High Performance Organizations & Strategic Business Planning and Quality Certification Processes (ISO & COPC).



Pablo G Páez Post-PhD



➤ 2003 - CEO. **Ecuador**



➤ 2005 Customer Services Director. **México**



➤ 2004 Chief Operations Officer. **USA y Jamaica**



➤ 2003 Chief Sales & Marketing Officer. **Ecuador**



➤ 2002 Chief Information Officer. **Ecuador**



➤ 2001 Chief Sales, Marketing and Customer Services Officer. **Venezuela**



➤ 1998-2000 Chief Information Officer. **Ecuador**



➤ 1988-1998 Telecom & IT Consultant. Washington, DC. **USA**



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Pablo G Páez Post-PhD Lecturer



- **MBA. Technologies of Information & Communication**
- **MBA. Management Information Systems**
- **MBA. Business plan**
- **MBA. Business Simulation Models ©.**



- **MBA. Entrepreneurship**
- **MBA. Business plan**
- **MBA. Business Simulation Models ©.**



- **MBA. Lidership**
- **MBA. Lidership and Innovation**
- **MBA. Competitivity**
- **MBA. Business Simulation Models**



- **MBA. Management Information Systems**



- **MBA. How tu run succesfully a Telecom Company**
- **MBA. Business Simulation Models ©**
- **MBA. Telecom Networks**



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Pablo G Páez Post-PhD Lecturer



- **MBA. Electronic Entrepreneur**
Monterrey Nuevo León. México



- **Entrepreneur Development Institute.**
Electronic Entrepreneur.
Ahmedabad, India



- **Entrepreneur Development Institute.**
Electronic Entrepreneur.
Islamabad, Pakistan



- **MBA. Management**
Curacao, Antillas Holandesas



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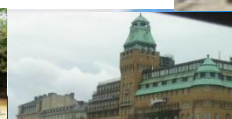
International Experience



Pirámide Digital
www.piramide-digital.com



▲ = Países en los que ha trabajado uno o varios miembros del equipo de Pirámide Digital





Creator of 36.000 web pages - Management Portal

The screenshot displays the website's main interface. At the top, the URL **www.piramidedigital.com** is shown. Below it, a navigation bar includes links for Home, Courses (150), Documents (200), Publications (30), Presentations (600), Personal (6000), Tips (1500), and Videos (200). The main content area is divided into several sections: **ON-LINE** (Virtual Campus), **FACE** (Equipment Management Experience), and **BUSINESS SIMULATION** (featuring a video player with a play button). An **ADMINISTRATOR** profile is visible on the right, with a bio and a quote: "Proverbs 1500 - Behind every great man is a great woman". A visitor counter at the bottom left shows **118394** visitors. A search bar and an "Advanced Search" button are also present.



- Award of “Best Management Portal 2004 “
Kingston, Jamaica

