



# LATAM GLOBAL CONNECTION PROGRAMME

FROM LOCAL TO GLOBAL IN 12 WEEKS



## PROGRAMME SCHEDULE

### 1st Month

#### WEEK 1

Introducing your company to the UK Market

##### SESSION 1 (1.5 HOURS)

Introducing your company to the UK Market

##### SESSION 2 (1 HOUR)

Group Mentoring

#### WEEK 2

Keeping the work environment healthy

##### SESSION 3 (1 HOUR)

Entrepreneurial Mindset & Wellbeing

##### SESSION 4 (1 HOUR)

Guest Entrepreneur Real Case

#### WEEK 3

The role and importance of partnerships in the UK and Europe

##### SESSION 5 (1.5 HOURS)

Understanding the roles of Universities, Investors and Business Partners in the UK and Europe.

##### SESSION 6 (0.5 HOUR/BUSINESS)

1-to-1 Meeting on Partnerships

#### WEEK 4

Going Global - Building a strategic pathway to global growth

##### SESSION 7 (1.5 HOURS)

New Markets Exploration: Thinking Global

##### SESSION 8 (1 HOUR)

Group Mentoring

### 2nd Month

#### WEEK 5

Global Operations

##### SESSION 9 (1.5 HOURS)

Operating Internationally

##### SESSION 10 (1 HOUR)

Group Mentoring

#### WEEK 6

Break



#### WEEK 7

Receiving Investment in the UK as a Foreign Company

##### SESSION 11 (1 HOUR)

Investment Readiness

##### SESSION 12 (1 HOUR)

Corporate Governance

#### WEEK 8

Maximising Your Resources & ROI

##### SESSION 13 (1 HOUR)

Maximising Your Resources & ROI

##### SESSION 14 (1 HOUR)

Introducing your company to the UK Market

### 3rd Month

#### WEEK 9

How to Have Longevity in a New Market

##### SESSION 15 (1 HOUR)

Longevity in New Markets

##### SESSION 16 (1.5 HOURS)

Pitch Practice

#### WEEK 10

Scaling your Sales

##### SESSION 17 (1.5 HOURS)

Achieving long-term sustainable growth

##### SESSION 18 (1 HOUR)

Group Mentoring

#### WEEK 11

Supercharging Growth & Traction

##### SESSION 19 (1.5 HOURS)

Building a "Growth Engine"

##### SESSION 20 (1 HOUR)

Group Mentoring

#### WEEK 12

1-to-1 Meetings

##### SESSION 21 (0.5 HOUR/BUSINESS)

1-to-1 Meeting with our team

##### SESSION 22 (1.5 HOURS)

Final Pitch Practice





**Birmingham  
Enterprise  
Community**

MENTORS POOL



# Andy Collyer



**Bio:** Serial entrepreneur who has launched, grown and exited 8 businesses over the course of the past 37 years, in several countries. CEO of the Faster Business Company, supporting entrepreneurs in 5 countries and assisting them in developing, starting, scaling and exiting a business, located in Birmingham, with a digital team based in Christchurch, New Zealand.

CEO of a £100m agri-engineering company based in the south west of England, employing 80 people and exporting products around the world.

E2E Ambassador, part of an extensive network of experienced and successful entrepreneurs looking to help those looking to scale. Chair of 2 school governing boards, several advisory boards and sit as a member on a number of panels and working groups, working with organisations such as the DfE. Global partner for the 4-day week project.

**Expertise:** Leadership, Strategy, Scaling, International Expansion

# Paul Evans



**Bio:** Paul held a number of Senior Commercial and Operational Leadership positions at FedEx Corporation in Europe & The Middle East, where he successfully opened up Markets across EMEA and delivered a number of M&A's projects in Emerging Markets. Since 2011, Paul has been a full time, hands-on, Investor in Tech businesses; 3 of which have featured in the Sunday Times 'fast track' 100. He has also been involved in a number of funding rounds raising significant investment for a range of different businesses, including an MBO. He is currently Mentoring a number of Entrepreneurs and helping them navigate the highs and lows of building a sustainable Business.

**Expertise:** Fund raising; Business Development, Sales & Marketing and Building Winning Teams.

# Jamie Pratt



**Bio:** With over 25 year's experience as a business professional, Jamie has a proven track record in leading, managing and supporting organisations at all stages of their growth.

Driving business change, equipping leaders to engage effectively with stakeholders, reaching new audiences and managing risks and reputation are at the centre of what we do. With a blend of consultancy and in-house experience, Jamie has worked across a variety of industries in different sectors within corporate and SMEs world, both within the UK and internationally.

**Expertise:** Business advice – Business Planning – Business Strategy - Start-Ups - Business Growth - Process Review – Operations – Supply Chain - Procurement - Employee Engagement - Mentoring – Loans – Grants

# Alana Matos



**Bio:** Alana is UX Designer, writer, and entrepreneur from San Juan, Puerto Rico, currently living in the London, UK. She previously co-founded an edtech startup called Caila, a digital assistant for upskilling employees, after completing her Master's at Harvard University. She also wrote a [column on female entrepreneurship on Forbes](#) for several years. Alana is currently a UX Designer at The Economist in London, where she works on bettering the experience for all of their digital products. She has over 5 years of experience in UX/UI Design, Product Management, and Graphic Design, working for several startups and multinationals, and as a freelancer.

**Expertise:** UX/UI, Graphic Design, Product Management



## Sergio Marrero

**Bio:** Sergio is an entrepreneur facilitator, researcher, coach, and project manager who graduated from the Harvard Business School (MBA) and the Kennedy School of Government with experience in strategy and innovation consulting, startups, research, manufacturing, venture capital, and design. Currently a partner a VC firm Stat Zero after holding similar role at other firms. Founder of several startups and TEDx speaker.

**Expertise:** Venture Capital, Investment, Management Consulting, Project Management, Product Management, Startups, Entrepreneurship, Financial Modeling, Strategic Planning, Data Analysis, Management, Team Leadership

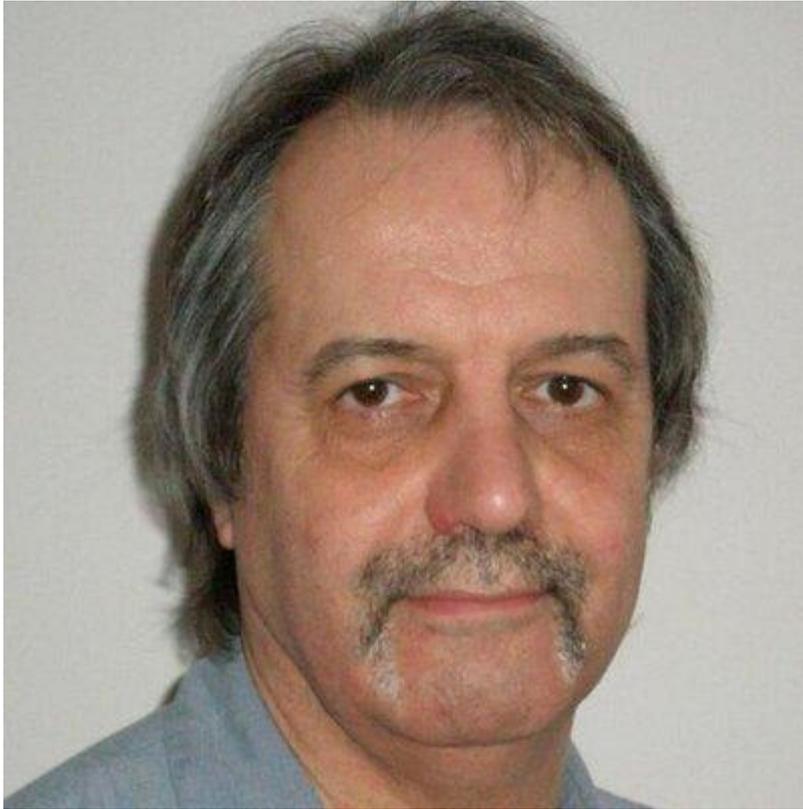


## Jonathan Ortiz

**Bio:** Jonathan is a UX designer and Creative Director with a range of experience working across various companies. He studied at the Puerto Rico School of Fine Arts and formerly held the role of Creative Director at Parallel18 (an Accelerator based in Puerto Rico) where he was responsible for working with startups on the programme to help them understand their design needs: UX/UI, Branding, Persona, Tone etc. He is currently a UX designer at US-based Numerator where he designs, prototypes and develops easy-to-use solutions for web apps.

**Expertise:** UX/UI, Design, Creativity, Branding, Graphic Design, Brand Development, Digital Marketing

# Dave Evans



**Bio:** Dave is a seasoned entrepreneur who also has deep technical knowledge with a track record of architecting, developing and bringing to market a range of software products. He is also skilled at recruiting, motivating and managing successful teams. Dave has successfully founded and participated in CEO and CTO roles in over ten start-ups and joint ventures. He is an active leader and speaker in the technical, startup, entrepreneur and business communities.

He is also an international speaker and member of a number of technology user groups, he runs the Birmingham .NET and Xamarin Mobile Development user group and organised and led Azure Open Space Coding days. Recently co-organised the inaugural Birmingham Alt Net conference. He is always evaluating and actioning, where appropriate, the evolving techniques of software architecture. development and methodologies as well as technology and device advances.

**Expertise:** Technology, Development, Xamarin, Entrepreneurship, Partnerships, Mobile Dev, Desktop Dev, Cloud Dev, Lean, Agile Architecture



## Lee Lam

**Bio:** Lee has a depth of experience and knowledge in financial services technology due to the COO / Chief of Staff roles across a career that spans over 20 years and has also run a successful coaching practice alongside this for over 14 years. She is the right blend of risk-taking, change-making creativity, with the security, safety and logic of a COO who can implement change and growth without any dramas.

**Expertise:** Operational Build Out, Team and Individual Dynamics, Strategic growth planning.

# Shammi Raichura



**Bio:** Head of Cities at Uber, Leading Uber’s business across Midlands, Wales and East Anglia, Shammi is responsible for unlocking growth and securing the future of its business. He joined Uber when it began scaling in 2015 and specialises in building dynamic teams, high growth ops functions, designing customer experience/funnel conversion and navigating uncertainty. New Entrepreneurs Foundation alumni

**Expertise:** Entrepreneurship, Business Planning, Business Strategy, Operations, Leadership, Management, Stakeholder Management.

# Justice Williams MBE



**Bio:** Founder of BEHIND HER DREAMS - a support organisation for entrepreneurial women, Justice Williams MBE is a multi-award winning entrepreneur. An inspirational and international public speaker and events curator, Justice was awarded an MBE at the age of 29 for Services to young people in Birmingham and secured a place on Birmingham's Power 50, a list of powerful and influential leaders in the city. Justice has featured in Cosmopolitan, Red, OK and Pride magazine, the Metro 60 Second interview and many reputable newspapers including the Birmingham Post, The Guardian and The Times.

**Expertise:** Social Enterprise, Entrepreneurship, Leadership, Startups, Event Management, Public Speaking.



## Stephen Dalton

**Bio:** Steve is an Electronic and Software Engineer, originally from Wolverhampton, graduated from The University of Birmingham in 1996, then emigrated to Australia in 1999. He lives on the Gold Coast in sunny Queensland (just south of the Queensland capital - Brisbane) but spends a lot of time in Sydney and other capital cities as well as the surrounding Asia-Pacific area. He is the founder of Gold Coast Techspace, the Gold Coast's very own makerspace & geek hub and "Refactor", an Agile Hardware and Software consultancy working heavily in the FinTech, InsurTech & AgTech field with a current specialisation around AI/Machine Learning.

His own startup "secluded.io" specialises in low-power, cloud connected sensors designed to be low cost and placed in secluded environments that have very limited access to power and bandwidth. He regularly takes part in startup education activities at the Gold Coast Innovation Hub and sits on many advisor boards as technical expert.

## David Drinkwater



**Bio:** David Drinkwater is a Partner of Manikay Partners and serves as the firm's Chief Financial Officer. Mr. Drinkwater has over 20 years' experience in the financial markets. From 2006 to 2008, he was responsible for the finance and operations of the alternative investments group at Brown Brothers Harriman in New York. From 2003 to 2005, he was CFO of ING Clarion Capital, a \$3bn+ asset manager in New York. From 2000 to 2003, he was a partner at D70 Consulting, providing CFO and COO services, and from 1991 to 2000, he was employed with Arthur Andersen's Structured Finance Group in New York, becoming a partner in 1997. Mr. Drinkwater is a Chartered Accountant of England and Wales and graduated from Birmingham University, UK, in 1987 with First Class Honours.



## Firas Al-Ghrawi

**Bio:** Feras is a Master degree graduate in Banking and International Finance from Borduex IV University and holds a specialised MSc. in Banks and Finance Management and a BSc. in Business Administration from Damascus University. Feras has more than 10 years of experience in consultancy in different areas. Since he has worked in many projects with different local and international entities including the European Investment Bank (EIB), the World Bank Group, Frankfurt School of Finance and Management, Agha Khan Network, and the Syrian Ministry of Finance. As a certified EIB banking expert, Feras' competency includes business plans reviewing, projects appraisal, financial analysis and cash flow forecasting.

Additionally, Feras has implemented financial training and technical assistance programmes, and conducted market researches in several projects. Throughout his career, Feras has enriched his communication and linguistic skills; in addition to his native language (Arabic) he is a professional English user and is good in Turkish language and understands French.



## Ioannis Verdellis

**Bio:** Fleksy, the world's fastest typing system for smartphones and one of the top apps in the App Store.

Ioannis has experience in VC fundraising, mobile app marketing and product development as well as building a great team and company. Happy to help young companies trying to get some funding or consumer attention and growth.

# Konstantinos Giantsios

**Bio:** Entrepreneurial product and new venture development executive with significant SaaS, data/BI, AI/ML, IIoT experience, having launched two companies in the gaming and 3D animation space, run an incubator and advised the government on industrial policy. Currently building up the Data Science 7 IIoT business unit at Austin Consultants, leading product, technology and business development.

Expertise: SaaS, IIoT, Data, BI, AI/ML





## Lenah Oduor

**Bio:** Founder of gHawk Accounting. Accountant and business advisor working with entrepreneurs and directors of SMEs. She founded and run gHawk Accounting- a business providing tax, accountancy and business development services to business owners. She can help with understanding the UK tax system, choosing a legal entity for your business, financial systems, preparing business plans, budgets, and financial forecasts. Lenah has a wide experience of accountancy, business administration and project management in both the UK and Kenya.

Expertise: Accounting & Finance



## Felipe Servin

**Bio:** Felipe is the CEO of YoAmo Media, a media and commerce platform for women, with the world's largest community of fashionistas. YoAmo has a digital network with more than 50 million women and they use old fashion curation techniques and machine learning processes to create content that engages more than 100 million Latinas around the world. His expertise is in Consumer behavior, Data trend analysis and Media tech. He has a MSc. in E-Business Management by Warwick University in the United Kingdom.

**Expertise:** Fund raising, Emerging Markets, Machine learning, Business Models, Media, Product, DTC and e-commerce.



## Bethan Bishop

**Bio:** Bethan is a business consultant, mentor and a strategic leader in health innovation with a specific interest and knowledge in digital technology enablement. She is passionate about developing talent, leveraging expertise from industry to improve products and services and is expert in creating partnerships to accelerate the development and adoption of innovation. She has a distinctive 25-year career within the pharmaceutical and healthcare industries and now running her own businesses, Aliciyo and The Impact Mentor.

Expertise: Value, Partnerships, Innovation, Digital, Healthtech, Sport & Fitness Tech.



## Nick Pope PhD, MBA

**Bio:** Nick is an experienced business coach, consultant and hands-on business developer, for start-up and young or diversifying businesses. Often, but by no means exclusively, in life-science or Healthcare businesses. As founder of BioSpring Ltd he applies over 30 years' experience in the Life Sciences & Cleantech sectors, along with a mix of traditional and Lean-Startup approaches, to help develop and validate business models, develop commercial strategy, manage technology-based risk, and grow businesses.

Expertise: Life Sciences, Cleantech, Healthcare, Healthtech, Strategy, Lean Startup, Grant Funding



# Pranav Marwah

**Bio:** Pranav moved back to India from the United Kingdom in 2011, after earning a degree in law at the University of Warwick. His initial career plan involved joining the fourth-generation family business - this changed quite quickly when he became acquainted with India's vibrant and burgeoning start-up ecosystem. Pranav's first investment stemmed from a passion for technology and sport. Encouraged by the overwhelming success of the company, and stimulated by the time he spent with the young and dynamic founders, he was inspired to forge a more unique career path for himself. In 2015, Pranav conceptualised and founded "thinQbate", Mumbai's foremost start-up incubator, focussed on building sustainable growth across a variety of sectors. Pranav remains actively engaged with each of thinQbate's portfolio companies, and derives tremendous satisfaction from helping build early stage companies in sectors ranging from agri-tech to smart water management from the ground up. Independent of this, Pranav has also built a portfolio of investments in companies in the sports sector, making a total of 24 direct investments over the last 4 years.

Expertise: Investment, Sports, Health, India



## Richard Sargent

Twenty Five years as a hands on, experienced entrepreneur who has founded and launched various hospitality businesses in the U.K. Midlands based, working as a mentor to founders, aspiring start up and scale up businesses. Areas of expertise are very general across all commercial disciplines ranging from having the right mindset, drive and resilience to finance, marketing, operations, customer journey, business planning etc.

Expertise: Hospitality, Food & Drink, Customer Journey, Business Planning, Operations, Marketing, Mindset

# Tomer Mozafi



Tomer Mozafi is a global entrepreneur, venturing in the world of startups in the search of universal value and positive impact. In 2019, his company was shortlisted as the best newcomer and AI/Machine Learning startup in Romania, having created multiple solutions which focus on B2B industry innovations. Currently, he is leading one of his startups into the Israeli and European markets, works with several companies on brand identity and technology integrations, while taking on initiatives all around the world through traveling with purpose.

Expertise: Lean Startup Methodologies, Branding and Website Creation, Technology integrations, Value Chain Development

# Mike Allen



I have 30 years' cross-sector experience in leadership positions, growing, changing and turning around businesses, from two of my own, through Private Equity to the FTSE 250 club. My career has been about the transformation of businesses into strongly market-focused organisations, with a particular emphasis on growth, authentic leadership and delivering change.

Areas of expertise: Growth, Strategic planning, Sales & Marketing, Leadership and people, Change programmes, Big picture, Sector-agnostic

Currently: Advisor & Mentor at Business Doctors.

Formerly: Arco, Croner Group, UK National Lottery & Cadburys

# Victoria Williams



Victoria is a dynamic, energetic and inspirational Personal/Business mentor and Business Turnaround Expert. Her vast experience has been gained from a 30 year career of senior leadership roles within a huge variety of sectors such as Hospitality, Retail, Visitor Attractions, Venues, Leisure, F&B, T&T, and Insourced/Outsourced Contract work.

Victoria is a highly professional, skilled, and experienced individual with a passion for achieving commercial results through strategic financial focus but always centred around the People Agenda. She has a unique ability to engage, inspire, motivate, and coach through relationship building, helping to grow business on many levels. Never afraid to challenge or to be the 'unreasonable friend', she is passionate about how the right Leadership and Strategic focus can impact and drive the fortunes of every business.

Expertise: Hospitality, Retail, Leisure, Venues, Tourism, Food & Beverage.



## Jagvir Purewal

**Intellectual Property Specialist.** I enjoy working with my clients to understand their businesses and then help develop and deliver a tailored strategy that best captures value from their intellectual property.

I work with a range of clients and organisations in terms of size and technologies. I advise entrepreneurs, start-ups, research organisations, SMEs and multinational companies. My background is in physics so I can work with most technologies. I have professional experience in fields such as nuclear and naval marine valves, oil field technologies, aerospace, wearable technology, additive layer and advanced manufacture, medical devices, domestic consumer products, fuel cells and quantum technology. I have particular expertise in obtaining effective patent and design protection, freedom to operate, IP strategy, IP audits, patent landscaping and enforcing IP rights.

Currently: IP Patent Attorney & Senior Partner at Forresters.

# Donna Preece



I have a strong entrepreneurial and personal-growth background. My varied life and career experience enable me to tap into a pool of resources to guide you. I help you think about and discover the best route for your life, your career and your business. Part of my support is to help you to change your mindset to think of solvable challenges and opportunities, instead of barriers and obstacles. My role is to inspire and motivate you, to develop a clear call to action from any session I deliver with you.

Expertise: Creativity, Personal Development, Personal Growth, Wellbeing. .

# Adam Palm



Bio: MD of product Governance Ltd, established to assist companies develop high-technology products quickly and at low cost. Adam has completed degrees in electronic, electrical and computer engineering including specialisations in bio-medical, robotics, machine vision and high-voltage engineering. Followed by masters and doctorate level studies in project, Quality and financial management. Thirty years' experience in helping SME's and multinational companies bring high reliability products to market by helping them determine company structure, market niches, define and interface with key user groups to create highly reliable low-cost products while minimising time to market.

Expertise: Business strategic planning; product management; product development; designing high-technology electro-mechanical products for reliability, manufacturability, low cost and fast time to market; Quality and business process systems; governance, compliance; highly effective supply chains.



# Denis Oakley

Bio coming soon

Business Innovation Expert:

<https://www.denis-oakley.com/about-me/>