

Contactar

www.linkedin.com/in/andreadamico1 (LinkedIn)

Aptitudes principales

English
Negotiation
Strategic Planning

Languages

Spanish (Native or Bilingual)
English (Full Professional)
Portuguese (Full Professional)
French (Professional Working)

Certifications

PMP - Project Management Professional

Andrea Damico (she/her)

Driving International Expansion | Business Matchmaking · Market Research · Inbound Missions · Trade Shows · Strategy + action
Uruguay

Extracto

Soy especialista en expansión internacional con más de 25 años de experiencia en comercio exterior y desarrollo de negocios internacionales en los sectores público y privado.

Como Associate de Fintrade, trabajo junto a empresas e instituciones en procesos de expansión internacional. Entre mis clientes se encuentran el Centro de Comercio Internacional (ITC), la Unión de Exportadores del Uruguay (UEU), la Cámara Nacional de Comercio y Servicios del Uruguay (CNCS) y la Embajada de Estados Unidos en Uruguay. He liderado proyectos de empresas y organizaciones de Uruguay, Argentina, Chile, Brasil, Ecuador, Turquía y Estados Unidos.

Soy profesora de “Internacionalización de las Empresas” y de “Business Strategies to Enter Latin America” en la Universidad Católica del Uruguay,.

Durante 12 años me desempeñé como Jefa de Proyectos en Uruguay XXI, la agencia de Promoción de Inversiones y Exportaciones de Uruguay, donde participé en importantes proyectos de promoción de exportaciones y colaboré con empresas uruguayas para fortalecer su competitividad global.

Mi experiencia de 11 años como Senior Trade Officer en Citi. me permitió consolidar una visión global en comercio internacional abarcando sus desafíos operativos y financieros.

Creo en la construcción de vínculos con integridad, en el trabajo en equipo y en los procesos claros.

International Expansion Specialist with over 25 years of experience in international trade and business development across the public and private sectors.

As an Associate at Fintrade, I support companies and institutions in designing and executing international expansion strategies, with a strong focus on B2B matchmaking, inbound trade missions, and market research. My clients include the International Trade Centre (ITC), the Uruguayan Exporters' Union (UEU), the National Chamber of Commerce and Services of Uruguay (CNCS), and the U.S. Embassy in Uruguay. I have led projects for organizations and companies from Uruguay, Argentina, Chile, Brazil, Ecuador, Turkiye and the United States.

I teach "Internationalization of Companies" and "Business Strategies to Enter Latin America" at the Catholic University of Uruguay.

Previously, I spent 12 years as Project Manager at Uruguay XXI, the country's Investment and Export Promotion Agency, leading key export promotion initiatives and helping Uruguayan companies strengthen their global competitiveness. Experience includes ; Senior Trade Officer at Citi (11 years).

I believe in building relationships based on integrity, collaboration, and clarity,.

Experiencia

Fintrade Uruguay

Associate

agosto de 2023 - Present (2 años 6 meses)

Montevideo, Montevideo, Uruguay

As part of the Fintrade team, I apply my expertise to support the internationalization of companies, helping them expand into Uruguay and the region, as well as enter foreign markets. This includes organizing B2B business matchmaking events for individual clients and organizations such as the U.S. Embassy in Uruguay, along with providing strategic, commercial, and marketing advisory services.

We are a team of highly motivated professionals with a customer-centric approach. With over 30 years of collective experience in management, finance, and foreign trade, we specialize in providing customized representation and management services for companies through our service platform based in Uruguay.

Universidad Católica del Uruguay

Professor

agosto de 2023 - Present (2 años 6 meses)

Montevideo, Uruguay

Professor of "Internationalization of Companies" (Internacionalización de las Empresas) at the International Business Degree. Covers topics related to international growth of companies including commercial, strategic and operative aspects to consider. Information sources & data analysis as inputs for better decision making are also part of the course.

StyleDesigner

Co-Founder & Partner

febrero de 2024 - diciembre de 2025 (1 año 11 meses)

Montevideo, Montevideo, Uruguay

Styledesigner is a cutting-edge, scalable, and universally accessible technological platform designed to revolutionize the way we engage with fashion.

Powered by machine learning techniques, this innovative system identifies your unique style needs and preferences, delivering personalized recommendations tailored exclusively for each user.

With Styledesigner, businesses can seamlessly connect with their target audience, driving unparalleled conversion rates and unlocking new realms of digital marketing success.

Styledesigner: where innovation meets style.

Supported by ANII: National Agency for Investigation and Innovation - Uruguay

International Trade Centre

Consultor

marzo de 2023 - junio de 2023 (4 meses)

Uruguay

Appointed to carry out a survey aimed at public and private sector institutions of Uruguay on the topic of trade and gender for the SheTrades Outlook project (www.shetrades.com/outlook). The tool maps how existing laws, policies and practices affect the participation of women in business and commerce, thus allowing the sharing of good practices between countries and learning together.

The work consisted in conducting more than 20 interviews and collect information through the SheTrades Outlook survey on initiatives, measures and practices in the country. With this information, ITC created a country profile for Uruguay.

The results of the SheTrades Outlook form an important basis for identifying potential areas of reform and technical assistance as well as an instrument to highlight good practices.

Shuuk ·)

B2B Manager

diciembre de 2021 - febrero de 2023 (1 año 3 meses)

Uruguay

Main role: develop company's international B2B sales growth, analyze market and trends, identify opportunities, develop strategy, build relationship with customers. High-impact role that works across functions and interacts with clients, vendors, and senior leaders. Blend of strategy, technical, creative, analytic and project management expertise.

Uruguay XXI

Project Manager | Exports Promotion

abril de 2010 - noviembre de 2021 (11 años 8 meses)

Uruguay

Responsible for activities aiming to increase the export capacity of uruguayan business through better presentation of uruguayan exporting capabilities abroad and through facilitation of the participation in international actions with the objective of promoting uruguayan exports such as fairs, commercial trips and networking events.

All actions are contextualized within the the major objective of improving international competitiveness of the uruguayan enterprise sector, especially SMEs, to increase the number and presence of uruguayan exporting companies active in regional and wider markets.

Indian Consulate in Uruguay and Ras International
International Business Development Executive RAS International -
Office Manager Indian Consulate
noviembre de 2009 - abril de 2010 (6 meses)

RAS International - Business Development. Main tasks:

Perform supervisory responsibilities in accordance with Directors. Formulate goals, policies, programs, procedures, and work schedules; assist in the development of department objectives

Monitor projects and assist clients to resolve development process issues

Coordinate project management and business development projects

Act as liaison for resident and prospective businesses representatives

Develop leads and respond to inquiries to foster business development

Design, develop, and prepare customized proposals, packages, reports and presentations

Provide service to customers by answering questions, providing information, making referrals, and assuring appropriate follow-through and/or resolution

Indian Consulate - Office Manager:

General management of the Office, b2b events organization, receipt of delegations.

Noble Group

Execution Officer

septiembre de 2009 - noviembre de 2009 (3 meses)

Execution and administration of international businesses, preparation of contracts, shipment follow-up, and all tasks related to import-export transactions.

Citibank

International Trade - Senior Officer

1997 - 2008 (11 años)

Provide divisional leadership, regulatory interpretation, and guidance in the following areas:

Anti-boycott/Restrictive Trade Practices, Export Documentation, Letters of Credit, Terms and Conditions, International Collections, assuring not only the highest standard of service but the most accurate controls.

Customer relationship management and advice in everything related to their trade transactions, including trade finance. Since 2004, Supervision backup, regionalizing programme implementation coordinating operations with overseas offices in USA, India and Argentina.

Guest Reviewer in International Auditing: Trade finance, Citibank San Pablo 2007.

Organización de Estados Americanos

Internship

2004 - 2004 (menos de un año)

Investigation work for OAS, regarding matters related to international trade, transport and sustainable development

Universidad de la República, Facultad de Ciencias Sociales

Asistente de Investigación

2002 - 2004 (2 años)

Processing and comparative analysis of socioeconomic indexes from different regions in the world.

Educación

Universidad Torcuato Di Tella

Programa de Dirección Estratégica de Marketing · (abril de 2023 - julio de 2023)

Master, Integración y Comercio Internacional · (2007 - 2010)

Diploma de Posgrado, Economía para no Economistas · (2000 - 2001)

Licenciado, Estudios Internacionales · (1993 - 1996)