

Alejandro Urciuolo Muratti

Asturias 10-A ♦ 18339 Cijuela, Granada - España ♦ +34 610782857 ♦ alejandro@urciuolo.com

Objective:

Continue my professional development in a multinational company in the construction infrastructure and public or private works sector

Professional Profile:

Civil Engineer, bilingual in English & Spanish, with significant experience in the economic and technical management of construction, maintenance and operational management projects in the construction, infrastructure and public works sector in 7 countries.

23 years experience leading multicultural and multidisciplinary groups, personnel management, commercial management, budgetary control, business structuring, search & negotiation of joint venture agreements, client management, bid preparation, contract negotiations and opening new markets.

Main Achievements:

- Developed existing and increased the portfolio of projects in Romania, creating teams to execute the projects and strengthening the relationships with clients and partners.
- Developed projects in Hungary consolidating our presence in the country and increasing the portfolio, developing local teams.
- Opened up new markets for the company from start up in Bulgaria and the Republic of Moldova with infrastructure contracts.
- Initiated a project for Operation and Maintenance of a motorway in India, from the beginning with a local partner.
- Project Manager for three Joint Ventures for the construction of three sections of High Speed Train (AVE)

Work History:

- COPROSA, Oviedo. March 2012 - Actual
Country Manager in Poland
Based in the Poland branch and reporting to the Director of International Operations.
Responsibility as Country Manager of the development of the Polish branch. Representing the Company with the Clients and different Government and responsible of P&L of the branch.
- EZENTIS INFRAESTRUCTURAS, Valencia (Ex SEDESA) January 2008 – March 2012
Director for Eastern Europe
Based in the Hungarian branch and reporting to the Managing Director.
Responsibility as General Manager in the development of the Hungarian, Romanian, Bulgarian and Moldovan Republic branches. Representing the Company with the Clients and different Government and responsible of P&L of the branches
Managing the followings projects:
Bucharest Historic Center Rehabilitation. FIDIC contract, de 30,793,553 € Budget. (Romania)
Rehabilitation Industrial Park SC Moreni, Rumania. Local budget 7,271,527 €
WWTP and WTP in Smolianski Ezera. Contract 22,409,390 € (Bulgaria)
Braila Historic Center Rehabilitation. FIDIC contract, 7,284,130 € budget. (Romania)
Industrial Area Priboiu-Branesti Rehabilitation. FIDIC contract, 14,802,655 € budget. (Romania)
Urbanization “Mirador”. Private contract in Tartasesti, 45,950,000€ budget. (Romania)
Expressway M43, Szeged. FIDIC contract with the Ministry of Transportation 113,000,000 € budget, (Hungary). JV 50% with Hidepito
Moto GP Circuit in Balaton Ring. Private contract 31,000,000 € budget, (Hungary).

Alejandro Urciuolo Muratti

Asturias 10-A ♦ 18339 Cijuela, Granada - España ♦ +34 610782857 ♦ alejandro@urciuolo.com

- CORPROSA, Asturias. October 2003 – December 2007

Project Manager Joint Ventures

Reporting to the Construction Vice Managing Director. Responsible for the setup, following, economic and technical results of projects in Andalucía. Representing the company with the official authorities and developing the following Projects:

Project Manager Murcia Joint Venture (COPROSA 50% y COPASA 50%) for the construction of “High Speed Train Madrid – Levante, Access to Murcia City”, 61,688,543 € budget with ADIF.

Project Manager Minglanilla Joint Venture (COPROSA 50% y PUENTES Y CALZADAS 50%) for the construction of “High Speed Train Madrid – Levante, Minglanilla – Embalse de Contreras”, 83,840,709 € budget with ADIF.

Project Manager Vilagarcía Joint Venture (COPROSA 50% y COPASA 50%) for the construction of High Speed Train “Eje Atlántico de Alta Velocidad, Tramo: Portas – Vilagarcía” project and 76,500,000.00 € Spain. Construction of 7 km of new high speed train, one bridge of 1.250 m and a tunnel of 2.400 m.

- ELSAMEX INTERNACIONAL, India, October 2001 – September 2003

Chief Project Manager

Chief Project Manager in “Operation and Maintenance of Mumbai – Pune Expressway and other assets” in Bombay, India

Operation and Maintenance of 110 km of concrete expressway between Bombay and Pune in India, with four double tunnel and one single tube tunnel. 9,000,000.00 USD project in joint venture with Shinde Developers and IRB from India.

- F. GOMEZ y CIA, Santiago Compostela. June 1998 – September 2001

Project Manager

Responsible for the Planning and execution of projects, evaluating and monitoring the performance of subcontractors, coordinating design team, productions and subcontractors to solve technical problems and assure product quality. Construction of the follow Projects:

Highway Santiago de Compostela - Airport, Spain. Construction of 11 km of new highway. Earth Movement and Firms- € 17.7 million.

Route CRG-533. A Labrada – Monforte. Lugo, Spain Reconstruction of 15 km of road. € 4.5 million.

Potable Water Treatment Plant and Distribution Tank. El Pino, La Coruña Construction of Concrete tank and Water Treatment plant. € 3.2 million.

Route C-550 La Guardia – Tui. in Pontevedra, Spain Reconstruction of 24 km of road. € 3.5 million.

New Dock in Poio Harbor, Pontevedra, Spain Construction of new dock in Poio, Pontevedra. Spain. € 2 million

New Route "Ponte La Barca" in Pontevedra, Spain. Construction of 2 km of new road € 1,2 million.

- COPYC, S.A., Argentina September 1995 – May 1998

Project Manager in Santa Fe, Argentina

Working in the Construction Division, responsible for direction of site construction activities, expediting and monitoring the performance of all subcontractors, maintaining daily records. This included interfacing with all levels of management and production.

Route N-40 (S), Malargüe – Neuquen, Mendoza. Argentina. Reconstruction of 50 km of road. \$ 8,5 million

Route CO-10, Rio 1° - Villa del Rosario, Cordoba, Argentina. Construction of 31 km new road and three bridges.- \$11 million.

Route SF-13. Sastre – Carlos Pellegrini, Santa Fe, Argentina. Reconstruction of 35 km. -\$ 8,3 million.

Alejandro Urciuolo Muratti

Asturias 10-A ♦ 18339 Cijuela, Granada - España ♦ +34 610782857 ♦ alejandro@urciuolo.com

- F. GOMEZ y CIA, Santiago Compostela. July 1991 – August 1995
Site Manager
Responsible for the direction and construction of the follow projects
Route C-552 Vimianzo – Berdeogas., La Coruña, Spain. € 4.7 million
Enlargement of Santiago Airport. Santiago de Compostela, Spain € 2.5 million
New freeway in Santiago de Compostela. Spain € 8.6 million
New Airport in Ribadeo, Asturias, Spain. € 2.5 million
Route LU-634, Piedrafita – Padornelo, Lugo Spain. € 3.9 million
- FERROVIAL, Asturias. June 1990 – June 1991
Site Manager
Responsible for the direction and construction of the follow project
Route N-634 San Sebastian - La Coruña. Infiesto, Asturias, Spain. € 8.5 million
- COPYC, S.A., Argentina July 1985 – December 1989
Site Manager
Responsible for the direction and construction of the follow project
Route N-7, Eleodoro Lobos -San Luis, San Luis, Argentina \$ 6.2 million
Route N-168, La Guardia – Tunnel Sub fluvial., Santa Fe, Argentina \$ 5.7 million
Rosario City Streets. Rosario, Argentina.

Academic:

- 1986 – **Master in Civil Engineering –EQ 7 - 375 ECTS (Ingeniero de Caminos Canales y Puertos)**
- **Master in Business Administration** at the MBA Business School, La Coruña, Spain

Professional:

- **Chartered Civil engineer. CICCP - CEng MSpICE**

Relevant Courses:

- 1990 - International Course in Geotechnical and Soil Mechanics, at CEDEX, Madrid, Spain
- 1987 - ELS. Language Centers, Wagner College, New York, USA

Languages:

- **Spanish:** Native Language
- **English:** Fluent (TOEFL 513 Points)
- **Portuguese:** Basic level
- **Romanian:** Intermediate Level

Personal Profile:

- **Name:** Alejandro Urciuolo Muratti.
- **Date of Birth:** 25 February 1963
- **Status:** Married, 2 children
- **Citizenship:** Spanish.
- **Address:** Asturias 10-A, Cijuela, 18339, Granada, Spain
- **e-mail:** alejandro@urciuolo.com
Mobile Phone: +34 610 78 2857. **Work Phone:** +48 668 724 518