

Martin Machin Cladera

Summary

Entrepreneur and experienced executive with strong business and technical qualifications, holding a Master in Business Administration and a Computer Science Engineering Degree.

Demonstrated ability leading diverse multicultural groups of professionals, building and enabling teams to achieve challenging business goals in a global environment.

Worked in banking, dairy industry and professional services companies in different digital transformation initiatives. Delivered solutions in the space of logistics & distribution, e-commerce and retail, banking, financial services and insurance, government, health care, travel and tourism, artificial intelligence, IT infrastructure, telecommunications, ERP systems and international quality standards.

Mentor in entrepreneurship organizations in Latin America and Europe. Has evaluated projects for Uruguay National Agency for Research and Innovation (ANII) where is also an active member of the Logistics Innovation Program Committee. Integrates an investment group focused on emerging technologies with former MBA classmates.

Education

Harvard Business School – Boston, Massachusetts, USA
Delivering Information Services, July 2008

Universidad de Montevideo – IEEM – Montevideo, Uruguay
MBA, Business Administration, March 2003 - December 2004

Universidad de la Republica - Engineering School – Montevideo, Uruguay
Ingeniero en Computación, Computer Science Engineer, April 1988 - September 1993

Languages: Spanish, English, French, Portuguese

Conaprole - Management program for dairy farmers (San José, Uruguay, July - November 2002)

Universidad de Montevideo – IEEM – Top management of talent based companies (October 2009)

Universidad de Montevideo – IEEM – The art of leadership – Developing capabilities to make more things (September – October 2011)

Universidad de Montevideo – IEEM – Family Business – Multigenerational Business Family (October 2013)

Interamerican Investment Corporation – Corporate Government for Family Business – Asunción, Paraguay (October 2015)

Universidad de Montevideo – IEEM – Boards, what are they for? (September 2016)

Experience

Lipo Ride - CabbieOne LLC

Chief Technology Officer

November 2019 - Present

Miami, FL (USA) – Buenos Aires (Argentina)

Developing software to improve driver and rider experience and help the environment through a new digital solution to peer to peer transportation which begins in Miami to rest of cities around the world. Leading the product development, marketing and customer support teams in Buenos Aires, and coordinating with field operations in Miami.

Quantum-South

Co-Founder

Since November 2019

Quantum-South works with complex optimization problems for cargo by leveraging quantum computing software, aiming to achieve better results than current conventional solutions and help companies to improve revenues and reduce costs. We also work in financial problems where a quantum advantage can provide better solutions.

Joined the IoT Tribe (www.iottribe.org) acceleration program (June-July 2020) and its community in Europe and Singapore.

Developed relationship with key global quantum computing players including IBM, Microsoft, Google, Rigetti, D-Wave, Atos, Cambridge Quantum Computing and Quantum-Brilliance. Leading the global business development activities.

Universidad de Montevideo – Engineering School

Since April 2019

Quantum Computing Group: After participating in a “Quantum Computing Workshop” organized by Universidad de Montevideo and IBM, joined a multidisciplinary team to continue working in the technology and to address one of the problems in the Airbus Quantum Computing Challenge. Contributed in the execution process, guiding the team, structuring the problem analysis and solution, and connecting with global quantum computing initiatives. This group created the spin-off Quantum-South.

Professor for “IT Ecosystem” course 2019.

Since April 2019

Investor and advisor

Zircon Tech – Professional services with focus in blockchain, cloud, IoT and AI

Naxon Labs – Brain to computer interfaces and neurotechnology

Altech – AgTech services

Business Development Consultant for North America in **Dividato** (Argentina) and **Asap Developers** (Uruguay)

ANII (Agencia Nacional de Investigación e Innovación): Evaluation Committee Member for Logistics Innovation Program

Startup Chile: Evaluation Committee Member for Startups Incubation

Pyxis SA – Pyxisportal Group www.pyxisportal.com

Executive Director (*board member and shareholder*)

December 2011 – March 2019

Pyxis is a professional services company focused on information technologies, founded in 2009, headquartered in Montevideo, Uruguay, with operations in Chile, Colombia, Mexico and United States. Joined as executive director in December 2011. By 2018 fiscal year end Pyxisportal group revenues exceed USD 10 million and is supported by a team of more than 200 consultants.

Has worked actively in the development of ecommerce capabilities and relationship with customers, systems integrators and SAP in North America and Latin America. Enabled the professional services partnership level with SAP to implement C/4HANA Customer Experience portfolio (Commerce, Marketing, Customer Data Cloud – Gigya), and developed the market in Latin America and North America. Involved in partners management and startups boards, including IT infrastructure, DevOps, big data, machine learning, social media listening (www.idatha.com), telecommunications (www.catalyst.com.uy and www.kinetix.com.uy), cloud based products (www.asismexico.com) and Adobe Marketing Cloud (www.conexiogroup.com). Business development and delivery in digital transformation initiatives for companies in retail, banking and financial services using agile methodologies.

arvato systems

Sales Manager LATAM - January 2014 – March 2016

Led business development activities in the Latin America partnership with arvato systems, particularly Brazil. eCommerce Business Unit: Business development for omnichannel solutions based in SAP hybris technology in Latin America, with main focus in Brazil, Colombia, Chile, Peru, Ecuador and Mexico.

Tata Consultancy Services

Delivery Center Head / Country Manager – Uruguay Global Delivery Center

September 2003 – November 2011

Actively involved in a growing operation becoming the Delivery Center Head of the Uruguay Global Delivery Center for 2 years, with more than 900 employees and accountable for more than USD 30 million in revenues. Responsibilities included operational excellence, on time, on budget and on quality service delivery, customer satisfaction, human resources management, revenue, budget and margins management. Services were delivered to customers in USA, Europe and Latin America, and had delivery responsibilities in Uruguay, Argentina and Colombia. Deputy Delivery Center Head from 2003 until 2009. Helped customers in their transformation initiatives, restructuring and nearshoring, operations consolidation, digitalization, software development, application maintenance, operations support, help desk and business process outsourcing.

CONAPROLE

Software Development Manager

February 1994 – September 2003

Conaprole (www.conaprole.com.uy) is the largest dairy industry in Uruguay and one of the largest companies in the country. Head of the applications development team. Project management, resource management, contracts negotiation. SAP R/3 support and maintenance, and custom applications for dairy industry (Genexus based). Assisted actively the CIO in several strategic projects and reengineering, IT management and IT budget planning. Managed up to 20 people. Participated actively in the deployment of new telecommunications and network infrastructures, office automation packages, and implementation of an ERP from the early phases of process reengineering and product/vendor selection across all group companies (PROLESA, CEREALIN, CONAPAC, CEMESA, etc.).

Professor at Universidad Católica del Uruguay Dámaso Antonio Larrañaga (UCUDAL)

August 1992 - March 2000

In the Engineering School conducted courses related to Artificial Intelligence, Natural Language Processing and Logic Programming.

Systems Analyst at Banco Comercial – Ediguay S.A.

April 1992 - February 1994

The bank was one of the main banks in Uruguay and owned the largest private data center in the country, running IBM mainframes serving 40 connected branches. After several restructures this operation has been acquired and is operated by Scotiabank.

Involved in financial and banking applications implementation and support, branch software and networking, home banking and digital signatures.

Systems Analyst at IBM – International Business Machines

April 1991 - March 1992

Financial and Banking applications support and implementation.

Scholarship, strong technical training and onsite customer support. Involved in the digital transformation of Banco Comercial (Uruguay), downsizing an IBM mainframe and installing client server networks (IBM FBSS – Financial Branch System Services)