

ALFREDO VIEYRA MOLINA

285 Third St. Apt 324
Cambridge, MA 02142
+1 617-852-9969
alfredo.vieyra@sloan.mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA

Candidate for MBA, June 2010

2008 – Present

- Venture Capital/Private Equity Club member and VP of Sloan's Private Equity Symposium hosting a 400+ attendees, \$75,000 budget event
- Management Consulting and Sales Club member

ITESM

Mexico City, Mexico

BS in Industrial and Systems Engineering

2000 - 2004

- Ranked top 5% of class
- Headed the sponsorship effort for the "Drugs and Aids Prevention Congress", achieving twice target budget
- 6-month exchange program at the University of Technology in Sydney, Australia

EXPERIENCE

BAIN & COMPANY

Mexico City, Mexico

Management Consulting Firm

June-Aug 2009

Summer Associate

- Advised a private equity client on Mexico's editorial market dynamics
- Presented a proposal to increase labor productivity in an international retailer's Mexican operation
- Analyzed the channels through which a client should offer a financial product targeted to the entire Mexican population

PROTEGO ASESORES (EVERCORE PARTNERS)

Mexico City, Mexico

Boutique Investment Bank

2005 - 2008

IBD Public Finance Group, Senior Analyst (2007-2008), Junior Analyst (2005-2007)

Leadership

- Obtained over \$1 billion in long-term financing for 4 Mexican states and 3 counties by creating financial models, designing repayment structures, and negotiating with lenders
- Achieved \$10M average yearly savings for the State of Durango by negotiating covenants, repayment structure and maturity of the state's \$245M debt

Teamwork

- Designed credit structure and led team of 4 lawyers and bankers to create the first SPV for a coordinated debt refinancing in Mexico (3 counties), obtaining a credit rating of AA+ from an issuer base rating of A- and A+
- Teamed with 3 lawyers and 2 bankers to develop a brand new reform to implement Public-Private-Partnerships in a Mexican State, successfully negotiating it with the State Congress

Analytics

- Created financial projections that led to more accurate valuations and strategy selection resulting in a 5% average free cash flow increase
- Strategically selected 10 potential clients for advisory (7 current clients), by analyzing 2,400+ counties comparing their performance, analyzing their possible needs and engagement likelihood, and matching them with our services

THE COCA-COLA COMPANY

Mexico City, Mexico

Key Accounts Coordinator (2005), Market Development intern (2003-2004)

2003-2005

- Headed the creation of the Key Accounts Monitor (software), resulting in an increased ability to forecast sales and account comparison
- Created a still-used interactive sales report that allowed for analysis and monitoring of 35+ key accounts

INTERESTS

- Certified scuba diver. Dives in the Great Barrier Reef (Australia), Phi-Phi island (Thailand), and Cozumel (Mexico)
- Soccer and tennis player