

## LUISA SOFIA MARTÍNEZ ZÁRATE

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### EDUCATION

#### UNIVERSIDAD IBEROAMERICANA – México City

May '15

Law Degree. GPA 8.8/10.

- Elected by faculty members and students representatives as Academic Advisor of the Student Council.
- Organized several events such as “2014 Law Week” where important academic authorities as well as renowned lawyers, former first lady of México and members of different government offices attended with high level government officials. 1,500+ students attended.
- Co-Founded the Mexican Association of Law Student Groups that connected 1000+ students from 7+ universities.
- Model United Nations - Organized the Legislative Workshop that attracted 1k students to get involved in the lawmaking process and organized study visits to the Representative Chambers and the Supreme Court. Human Rights Programme, representing Mexico.
- Research project with *Reinserta* to developed a guide of the Federal Criminal Code for indigenous and low-income population

#### COLUMBIA BUSINESS SCHOOL

January '16 – December '16

- Online modules of the Entrepreneurship and Competitiveness in Latin America (ECLA) Program focused on Business, Operational Efficiency, Standardization and Growth.
- Study Trip to India with Columbia Business School's ECLA Program

March '16

### PROFESSIONAL

#### ILUMÉXICO – México City

May '15 - present

The leading social enterprise in energy access in Mexico, seeking to tackle poverty through solar energy for the 3 million Mexicans living off-grid through a innovative market based, community led model. Currently serving 35k customers. Managed quick growth and key responsibilities in a short period of time:

##### Innovation Manager

- Developed the Woman Ambassador program, aimed to empower indigenous women trained in solar energy installation and maintenance, aiming to create job opportunities in 100+ of the most marginalized communities in Mexico.
- Leader of the Inclusive Solar Business initiative that boosts the creation of new sustainable local economic activities, providing adapted technology to their productive needs and financial ed. assistance to women entrepreneurs in rural communities. Aiming to scale and become a *spin off* or one of the core business lines in ILUMÉXICO.
- Managed fundraising from Canadian Embassy, Building for the Masses and Private Institutions for own initiatives and projects.
- Designed and implemented the training and personal/professional growth platform for the field team.
- Participation in the Board of Directors and Leader of the Innovation committee.
- Legal advisor for Venture Capital Investment in ILUMÉXICO.

##### Project Coordinator

- Management of Branch Operations in Chiapas, México.
- Led negotiations and execution of a program with Governments such as; National Electricity Commission and NGOs (German Sparkasse Foundation) to train marginalized women and youth in financial education, environmental awareness and entrepreneurship.
- Key stakeholder in strategy to grow operation from 4 to 12 Rural Branches.

##### Human Resources Coordinator

- Trained and selected over 35 rural employees from indigenous backgrounds as their first formal work opportunity
- Creation of retention and communication plan for employees.
- Design of Legal, fiscal and operating strategy for hiring plan.

#### COLECTIVO MUK´ - Mexico City

##### Founder

November '16 - present

Development and implementation of a project to empower woman artisans and preserve the value and culture of Mexican handicrafts in a sustainable way with fair trade.

#### GREENBERG TRAUIG, LLC. - México

August 12 - May '15

- Legal Advisor for large corporations in Civil and commercial litigation. Representing important policy-maker cases.
- Carried out legal analysis and strategy of a very relevant Mexico international arbitration process.
- Elected by the Managing Partner as Law-Clerk leader of the new airport project. One of the most important infrastructure projects in Mexico for the last years.
- Participated in the launching of the environmental area of the firm.
- Constantly recognized by the Group of Directors as one of the most committed and successful consultant in the firm.

#### PRO MUJERES CAUTIVAS NGO – México

Jan 12 - Apr 12

- Supported the commercial area for fundraising events.

### EXTRACURRICULAR EXPERIENCE

**LANGUAGES:** Fluent Spanish (native) and English. Basic French.

#### **VOLUNTEERING EXPERIENCE:**

##### **Kenya 2010.-**

- Led and structured a medical brigade project for skin infections in 10+ orphanages, initiative that is still operating and supported with English classes at *Carolines Wambui Mungai Orphanage*. Nairobi, Kenya.
- IDP (Internal Displaced People) *Sherona Refugee Camp*; -Reactivated English and art classes in school, -Fundraised and influenced key policy-makers to build 100+ decent housing for refugees that were still living in tents, -Fundraised and Led income generating projects for refugees such as; chicken coops, livestock for widow community, fruit trees and carpentry shop.

##### **Chiapas 2011.-**

- Supported indigenous disabled people at “Angeles de Amor” to promote their development, Chiapas, México.

##### **Social Impact Projects in México.-**

- Collaborated with “*Reinserta un Mexicano*” NGO that works to reform the prison system in Mexico (2015).
- Founder of “*Heroes Anónimos*” initiative to involve my high school fellow classmates in creating recreational activities in asylums and orphanages (2008-2009).
- Collaborated in “*Doctor Sonrisas*” – Project focused on children who suffer life threatening diseases (2007-2009).

**CERTIFICATIONS:** Microfinance Certification with German Sparkasse Foundation (2016), Yoga Certification by the Yoga Alliance Institute, Cahuita, Costa Rica, (2014), Photography Diploma Program, Motolinia University, (2010), Teachers Course, accredited course for English language (2009), French Course in France-Langue School. Paris, France, (2010).