

JUAN PABLO TORRES

CONTACT INFORMATION Warwick Business School Phone: + 44 (0) 24 7652 8220
The University of Warwick E-mail: j.p.torres@warwick.ac.uk
Coventry, CV4 7AL, United Kingdom

RESEARCH INTERESTS Operational Research, System Dynamics, Strategic Management

EDUCATION **University of Warwick, United Kingdom**
Ph.D. Researcher in Management Science Sept 2009 – Present

Tecnológico de Monterrey, Mexico - Centro Internacional de Casos
Certificate in Writing Teaching Cases Sept 2011

Tulane University, USA - Universidad de Chile, Chile
Certificate in International Business Sept 2010

Tulane University, USA - Universidad de Chile, Chile
Certificate in Global Marketing Sept 2010

Universidad of Chile, Chile
PGD in Commercial Policy and International Strategy July 2010 – Dec 2010

Universidad of Santiago, Chile
MS in Industrial Engineering (Summa Cum Laude) March 2006 – Sept 2007

Universidad of Santiago, Chile
Industrial Civil Engineer March 2002 – Sept 2007

Universidad of Santiago, Chile
BA in Engineering March 2002 – Dec 2006

SCHOLARSHIPS AND AWARDS IEI Sholarship, Instituto Estudios Internacionales, Universidad of Chile, 2010
CONICYT-BECA CHILE Sholarship, Government of Chile 2009-2012
Faculty of Engineering Sholarship, Universidad de Santiago, 2006-2007

ACADEMIC
APPOINTMENT

University of Chile

Research Assistant

Department of Business Administration

Nov 2009 – Present

Diego Portales University

Assistant Professor

Department of Business and Economics

Nov 2007 – Aug 2009

University of Santiago of Chile

Research Assistant

Department of Industrial Engineering

Sept 2004 – Sept 2006

EMPLOYMENT
(EXCLUDING
ACADEMIC AREA)

Reacción. Ingeniería y Medicina de Rehabilitación

Founder and Chief Executive Officer

March 2011 – Present

Fish Tour, Eurocargo, and Alimentos24horas enterprises

Advisor of the General Manager

Operational Management Area

March 2007 – Sept 2007

Central Bank of Chile, Chile

Analyst

Department of Infrastructure and Services

Jan 2007 – Feb 2007

Banco del Desarrollo, Chile

Analyst

Bandesarrollo Consultant Office

Jan 2006 – March 2006

PROJECTS AND
CONSULTING

Case Study Research in International SMEs: La Ronciere (Wine), I-Wines (Wine), Atlantic Cargo (Fishing), Agrofruta (Fruit), Contagro (Fruit)

Doctoral Research Project

Supporting the internationalisation strategy of small organisations Aug 2010 – Aug 2011

Lampa City Council

Project Leader

Modelling and optimization of the public transport routes for Lampa City Council
Jun 2008 – Dec 2008

Bandesarrollo Consultant Office, Banco del Desarrollo, Chile

Adviser

Financial Analysis for educational institutions

Nov 2007 – Jan 2008

University of Santiago of Chile, Chile

Researcher

Analysis, Modelling and Optimization in the Application of Wireless Technologies, Government project PBCT ACT – 11/2004, Project leader PhD Ismael Soto
ismael.soto@usach.cl

Sept 2004 – Sept 2006

JOURNAL
PAPERS

Torres, JP. Kunc, M. and O'Brien, F. (2011) Influences of Owner-CEOs on the international performance of SMEs in Developing Countries (submitted)

Espinosa C. and Torres, JP. (2010) Forecasting of the copper's price adding long memory in ARFIMA models, *Trend Management* (Special Edition May)

Hansen, E and Torres, J.P. (2009) On the relationship between Capital Structure and Stock Returns in Latin-American Countries, *Revista Estudios de Administración*, ISSN 0717-0653

WORK IN
PROGRESS

Supporting the internationalization strategy of a small organization (with Martin Kunc and Frances O'Brien)

Dynamism of strategic decision making processes under a Resource-based View (with Martin Kunc)

PROCEEDING
PAPERS

Torres JP, Soto I and Carrasco, R. (2008) Layered Model to Evaluate the Economic Impact of the Mobile Commerce in Export Companies. *Computing and Computational Techniques in Science*: 166-179 (ISI)

Torres JP, Soto I. and Carrasco R. (2007) Transactional model of a company based on the Hub-Spoke and LDPC/MIMO models" *Proceedings of the 6th WSEAS International Conference on Applied Computer Science*: 578-589 (ISI)

Torres JP, Soto I. and Carrasco R. (2006) The Evaluation of an Export/Import Company by use of 4G Wireless Networks" *WSEAS Transactions on Computers*: 10(5)(ISI)

Torres JP, Soto I. and Carrasco R. (2006) The optimization of an Export/Import Company by use of a MIMO/4G Channel *Proceedings of the 10th WSEAS International Conference on APPLIED MATHEMATICS*. Dallas, Texas, USA

Torres, J.P., Soto, I. and Carrasco, R. (2006) The Improvement of an Export/Import Company by use of 4G Wireless Networks *Proceedings of the 10th WSEAS International Conference on Computers*. Vouliagmeni, Athens, Greece

CONFERENCE
PRESENTATIONS

Managing Strategic Thinking in an international small organization using Resource Maps (with Kunc M.) BALAS Conference, Santiago, Chile, April 2011

Managing Strategic Thinking using Resource Maps (with Kunc M.), YOR Conference, The Operational Research Society, Nottingham, United Kingdom, April 2011

Managing Strategic Thinking in an International Small and Medium-Sized Organization (with Kunc M.), Strategic Management Society Conference, Rio de Janeiro, Brazil, March 2011

The Role of Capabilities and Resources on SME Internationalisation Processes from Developing Countries, Spring Doctoral Conference, U. Cambridge, United Kingdom, April 2010

Memoria de Largo Plazo y Modelos del Tipo ARFIMA para Predecir el Precio del Cobre (*Copper Price Forecasting using ARFIMA models*)(with Espinosa C), VI Encuentro Internacional De Contabilidad, Auditoria y Finanzas, Habana, Cuba, June 2009

Planeación de Rutas para el Transporte Municipal de Estudiantes de la Comuna de Lampa (*Modelling and optimization of the public transport routes for Lampa City Council*) (with Poblete J. and Watkins P), XXII Congreso Internacional de la Sociedad Latinoamericana de Estrategia SLADE, Córdoba, Argentina, May 2009

Relación entre Estructura de Capital y Retorno de Acciones: Evidencia en Mercados Latinoamericanos (*On the relationship between Capital Structure and Stock Returns in Latin-American Countries*) (with Hansen E.) XXIV Encuentro Nacional de Facultades de Administracin y Economa ENEFA La Serena, Chile, November 2008

Layered Model to Evaluate the Economic Impact of the Mobile Commerce in Export Companies (with Soto I. and Carrasco R.) European Computing Conference, Malta, Sept 2008

Is it properly To Assume a Determined Distribution Function of Stock Returns for Risk Capitalization and Forecasting Volatilities? Empirical and Theoretical Analysis in the Chilean Stock Market (with Contreras N.) XXI Congreso Internacional de la Sociedad Latinoamericana de Estrategia SLADE, Santiago, Chile, May 2008

Strategic goals in Banking Service using System Dynamics (with Contreras N. and Moisan P.) V Congreso Latinoamericano de Dinámica de Sistemas. Buenos Aires, Argentina, Nov 2007

The Improvement of Queuing Problem using MIMO Channel in a Banking Company (with Contreras N.) IV Congreso Latinoamericano de Dinámica de Sistemas. Cancún, México, Nov 2006

Economic Estimation of the Implementation of a MIMO/4G Channel in an Organization (with Soto I. and Carrasco R.) XII Congreso Internacional de Telecomunicaciones SENACITEL. Valdivia, Chile, Nov 2006

Modelo de Simulación del Proceso de Embarque de Cajas de Merluza de Exportación (*Simulation Model of the Fish Export Process*) III Congreso Latinoamericano de Dinámica de Sistemas. Cartagena de Indias, Colombia, Nov 2005

TEACHING
EXPERIENCE

Quantitative Methods, MBA, Diego Portales University, 2009

Financial Mathematics, MA in Finance, Diego Portales University, 2009

Operational Management, Managerial Statistics, Forecasting Techniques, BA in Business, Diego Portales University, 2007-2009

Control Theory, Industrial Civil Engineering—Plan CODELCO), University of Santiago of Chile, 2006

Control Theory, BA in Engineering major Industrial (tutor), University of Santiago of Chile, 2004-2006

Macroeconomics, BA in Engineering major Industrial (tutor), University of Santiago of Chile, 2005-2006

Operational Management, BA in Business (tutor), Diego Portales University, 2006

OTHER
INFORMATION

Languages: English (fluent), Spanish (native)

Citizenship: Chilean

REFERENCES

Associate Professor Frances O'Brien
University of Warwick

Associate Professor Martin Kunc
University of Warwick

Professor Ismael Soto
University of Santiago

Associate Professor Sergio Olavarrieta
University of Chile