

CARLOS COUSIDO CORES

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EDUCATION

M.S. in Applied Econometrics and Data Analytics, University of Arizona, Tucson, AZ. May 2017

Master in Business Administration, Afundacion Business School and University of Vigo, Spain. July 2013

Bachelor in Business Administration, University of Santiago de Compostela, Spain. August 2011

RELEVANT COURSES AND PROJECTS

- **M.S. Thesis:** “Empirical Evidence Of Factors Affecting Fine Wine Prices Using Hedonic Price Model The Case Of Spain, France And Italy.”
- **Business Research Project:** Using proprietary data from American Express (AMEX), the aim of the project was to find out “What causes a cardmember to opt-out” and “What is the cost to AMEX of a cardmember’s opt out decision”. SAS and Excel were used to conduct the data analysis. Also, a formal presentation in PowerPoint was made to AMEX staff presenting the findings.
- **Financial Management for Agribusiness:** In this course, three major projects were done to acquire financial experience. The projects were formed by a financial report, a risk analysis where a sensitivity and scenario analysis was used, and an investment analysis where the SWOT technique and the sensitivity and scenario analysis were used. These assignments required a professionally written report, a spreadsheet model and a hypothetical PowerPoint presentation.
- **MBA’s Final Project for Strategic Diagnostics:** Created a sustainable business plan for “Imatia Innovation S.A.”, a three-year projection that evaluated: the introduction of a new business line (Cloud Computing), a larger exposure and care with their branding in social networks, and the launching of a commercial network.
- **Annual Operations Plan:** A three-year general strategy plan was established with the purpose of improving the economic and financial structure of the “Lagar de Pintos S.A.” warehouse. A final presentation was done to a jury formed by professors of Afundacion Business School.

EXPERIENCE

Graduate Teaching Assistant, University of Arizona, Tucson. August 2015-May 2017

- Responsible for teaching two 4-unit Spanish courses with a total of 50 students.
- Formulated 8 lecture plans per week, by department requirement these must align with two teaching methodologies: the communicative method and the conversational approach.
- Maintained all student scores constantly updated as required for all GTAs, with an average of 3 weekly assignments per student to be graded and input.

Self-employed, Viñedos Cores, Galicia, Spain. September 1995-July 2015

- Took good care of the vineyards to obtain premium grapes and a great quality wine.
- Participated in the entire production process from the harvesting of wine grapes to bottling the wine.
- Niche market where the strength of the word of mouth is used to promote and sell the product.

Internship in Administration, Confecciones Trivi S.L., Galicia, Spain. January 2014-March 2014

- Managed data concerning received purchases and inventory.
- Calculation of the production costs for the year 2013.
- Customer service: data collection and survey of customer's satisfaction.

SKILLS

- **Languages:** Native Speaker Spanish and Galician, Fluent English, Basic French and Portuguese.
- **Computers:** SAS; Microsoft Windows XP/7/8/10; Word, Excel, Access, PowerPoint; Mac OS; Internet search programs.
- **Professional:** Written and verbal communication, critical thinking, teamwork.