

Curriculum Vitae



Miguel RIVAS

Address Torneo Parque Empresarial. C/ Astronomía, 1, tower 4 - floor 11. 41015 Seville – SPAIN
 Phones Office + 34 954 958485 – Mobile + 34 687 907454
 E-mail mrivas@grupotaso.com; rivas.m@terra.es
 Nationality and date of birth Spanish. 22.05.1965.

Summary

Economic Geographer and post-graduated in Business Management by San Telmo International Business School. **Extensive background in economic development and SMEs policies:** planning executive at the Agency for Innovation and Development of Andalusia, the leading RDA in Spain; managing director of Sevilla Global Urban Agency for Economic Development; and since 2007 partner-director of Grupo Taso, a Spain-based consultancy firm in economic & business development.

Close links with the academia at international level and a high number of workshops with a wide range of industries. His most remarkable projects are related to strategic planning and change in business clusters, **revitalization strategies for urban economies**, integrated project management and institutional building in the field of development agencies and business support related bodies.

Career

Dates	2007 onwards
Organization and position	Grupo TASO Economic & Business Development. Partner-Director
Main responsibilities	TASO provides full advanced services in five main working areas: Business Strategy; Cluster Development; Regional and Urban Economy; Innovation and SMEs Support Policies; and Project Management in Business Facilities. Grupo TASO has worked for more than one hundred customers: private companies and partnerships, business associations, administration and public agencies. With offices in Seville and Murcia, TASO is nowadays a distinguishing consultancy senior team in Southern Spain.
Address	Torneo Parque Empresarial. C/ Astronomía, 1, tower 4 - floor 11. 41015 Seville – Spain C/ Montijo, 3, 1º. 30001 Murcia – Spain
Sector	Consultancy and management
Dates	2000 – 2007
Organization and position	Sevilla Global, Urban Agency for Economic Development. Managing Director
Main responsibilities	Launching and consolidation the newly urban agency established by Seville City Council in 2000, reporting directly to the Board: management tools for a 25 staff company, corporate governance and a wide range of activities in the following areas: Business information and urban economy foresight; International networking [a portfolio of more than 120 partners]; Branding and inward investment; Business incubation; Revitalization and new industrial space; Innovation; and Cluster development.
Address	C/ José Galán Merino, s/n. 41015 Seville - Spain
Sector	Economic Development Agency

Dates 1990 - 2000

Organization and position **Agency for Innovation and Development of Andalusia IDEA – Studies and Planning Executive**

Main responsibilities Strategic management [analysis, planning, monitoring and evaluation] related to SMEs policies, including a high number of policy position papers, industry reports and regional forecasts. Coordination and implementation of a high number of projects concerning Business Intelligence, Cluster Development and International Networking. IDEA [former IFA] is the leading Regional Development Agency in Spain in terms of applied resources.

Address C/ Torneo, 22. 41009 Seville – Spain

Sector Economic Development Agency

Education and training

Dates 2005 - 2006

Title of qualification Top Management Post-graduated – **Diplomado en Alta Dirección de Empresas AD1**

Principal subjects covered An executive programme on business administration focused on professionals with more than 10 years in top management positions.

Organisation Instituto Internacional San Telmo

Dates 1989 -1984

Title of qualification *Licenciado* in **Economic Geography** [five years career]

Principal subjects covered Location analysis, business systems, spatial analysis, regional science, urban economics, quantitative research methods.

Organisation University of Seville

Dates 1990; 1993

Other relevant programmes Other long-term programmes such as the advanced training programme on local development by the Regional Government; and the advanced programme on business administration provided by the Andalusia Business Association, including international seminar in Italy.

Personal skills and competences

Mother tongue **Spanish**

Other languages

Self-assessment

European level ()*

English

Portuguese

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
B2	Independent user	C1	Proficient user	C1	Proficient user	C2	Proficient user	C2	Proficient user
B2	Independent user	B2	Independent user	B2	Independent user	B2	Independent user	B1	Independent user

(*) *Common European Framework of Reference for Languages*

Organisational skills and competences

Strong cross-disciplinary approach.

Strategic thinking.

Team building and management.

Multi-partner projects.

Technical skills and competences

NEW working agenda in Economic Development.

Institutional design and management in development agencies and business support bodies.

Revitalisation strategies for urban economies.

Cluster development.

Project management. Interim management. Business administration.

Projects – Grupo TASO

Business Strategy

- Business and brand strategy for the Rice Industry in Andalusia. Consejería de Agricultura y Pesca-DAP.
- Collective business strategy for the “Jabugo” Protected Denomination of Origin [cured Iberian ham]. Consejería de Agricultura y Pesca-DAP.

Cluster Development

- Cluster development Plan related to the New Agriculture Production in Huelva – ADESVA Tech. Centre.
- Cluster strategy [AEI] in the field of Technological and Industrial Tourism. Diputación Provincial de Sevilla-PRODETUR.
- AGFORISE agrofood cluster-cluster co-operation platform for the regions of Mersin (Turkey), Emilia Romagna (Italy) and Murcia (Spain). UE 7^o Framework Programme – Regions of Knowledge.

Urban and Regional Economy

- Creative clusters in low density urban areas [Óbidos, Enguera, Catanzaro, Reggio Emilia, Viareggio, Barnsley, Mizil, Hódmezővásárhely, Jyväskylä] – URBACT Programme. Lead expert.
- Creative industries: an international benchmarking analysis. Servicio Andaluz de Empleo.
- Analysis of creative industries in Jaén and Almería [Spain]. Fundación Red Andalucía Emprende.

Innovation and SMEs Policies

- Gaps in the internationalization development policy in Andalusia. Trade Promotion Agency of Andalucía EXTENDA.

Business Facilities

- Centre for Innovation and Technology in the Fishing Industry – CIT Garum [Spain]. Business plan and interim management.
- Strategic positioning for the Solar Energy Technological Park in Sanlúcar la Mayor [Spain]. Sanlúcar Sostenible Agencia de Desarrollo e Innovación.
- Centre for Innovation and Technology of the Olive Oil Industry CITOLIVA: strategic review and planning.
- Centre for Innovation and Technology of the Textile Industry in Andalusia CITTA: strategic review and planning.

Projects – free lance

- Thematic assessment of the Interreg IVC applications. 2008 call for proposals.
- Technological Institute of Packaging: opportunity and feasibility analysis, 1996.

Projects – Sevilla Global

Business Information and Urban Economy Foresight

- Project for a permanent exhibition on economy & business in Seville metro area.
- European information desk within the Europe Direct network.
- New Countries for a New Europe, travelling exhibition on the impact of EU enlargement on western urban economies.
- Urban Economy Barometer, a periodical report on the metropolitan area.
- Sevilla Business, yearly economic and financial report on the metropolitan area.

International Networking

- Conference of the Atlantic Arc Cities, chairmanship of the economic development commission, 2000-2006.

- C2M-Mediterranean Metropolis: Seville, Malaga, Barcelona, Marseilles, Lyon, Genoa and Turin.
- EURBEST - Development Agencies benchmarking panel.

Branding and Inward Investment

- Seville strategy for global branding and inward investment attraction and retaining.
- *Seville, a Place in the Business World*: missions in Tuscany, New York, Tokyo, TNC events [Nokia Totally Board...].
- Report on Mediterranean Occidental: a Reality for the Future.
- 10th Anniversary of the Seville Universal Exhibition EXPO'92.

Business Incubation

- Launching and management of CREA [Centre for Advanced Business Resources], first incubation programme in Seville
- Stance analysis on public supply of seed capital at metro scale: participating loans for start-ups.

Revitalization and New Industrial Space

- Old Industrial Sites Revitalization Plan for Sevilla, more than 13 million € already invested in renewal projects.
- REVITA Atlantic strategy on industrial land revitalisation – transnational project Interreg IIIB-Atlantic.
- Business Park on Sacred Crafts, a multi-purpose development of 23.000 m2 and 21 million € suitable for a wide range of creative activities.
- Seville Media Park: feasibility analysis.
- Strategic view for the new Technopolis Seville-Alcalá-University Pablo de Olavide.

Innovation

- E-Business checking programme for Seville metro area.
- MEDIARAMA, salon on digital creation and new technologies.

Cluster Development

- Plan for shared initiatives Seville City Council–EADS.
- The Seville aerospace cluster: a foresight report.
- HANGAR events, yearly exhibition and conferences programme on the aeronautics industry.
- International Aerospace Quality Group Annual Assembly. Local organizer.
- Readjusting the knowledge capital related to the ship building industry in Seville.
- Development Plan for the Retail Sector. Financial support measures concerning innovation and technological modernization, town centres and commercial urban development.
- Strategy for employment retaining and creation in the Altadis tobacco manufacturing plant in Seville.

Projects – IDEA

- Strategic Plan for the Basic Chemical-Related Cluster in Huelva. 2000.
- Strategic Plan for the Furniture Productive System in Lucena. 2000.
- Regional Competitiveness Benchmarking Project. Lead partner: Eurada & East Midlands Development Agency.
- Balance Sheet Database of Andalusia. Planning and Yearly Management.
- Aids & Incentives Guide to Business. Planning and Yearly Management.
- AMI Project inter-regional Mediterranean workshops / workshop on industrial interdependence in the Mediterranean. 1999.
- Development of basic manufacturing in the Strawberry Productive System in Huelva. Feasibility Analysis. 1999.
- Cluster Development Plan related to the Greenhouse Agriculture in Almeria. 1999.
- Andalusia Regional Development Agency / Strategic Analysis 2000-06. Final Report. 1999.
- Portfolio of Business Opportunities in the Area affected by the BOLIDEN's Spilled. 1998.
- IQADE Project for Implementation and Qualification of Development Agencies in Portugal. 1998.
- Strategic Plan for the Marble Manufacturing Productive System in Andalusia. 1997.
- EU Global Grant for Andalusia 1996 99, On-going Evaluation Report. 1997.
- Environmental Industry and SMEs Support Policy: Definition of Eligible Activities. 1997.

- Catalogue of Advanced Services Firms in Andalusia. 1990-97.
- Land Management Plan for Andalusia, Working Groups. 1996.
- SMEs Policy for the Regional Economic Plan Andalusia Horizon-2000. 1996.
- Spatial and Sector Criteria for the Regional SMEs Policy. 1996.
- Manufacturing Industry Opportunities related to Greenhouse Agriculture in Almería. 1995.
- Strategic Plan for the Andalusia Network of Chambers of Commerce. 1995.
- Improvement Spanish Mercantile Law, a Remark for the Economy Ministry Special Commission. 1995.
- Industrial Development Plan for the Andevalo County. 1994.
- EU Operational Program for Almería Levante, Evaluation Report. 1994.
- Catalogue and Report on Industrial Land Supply in Andalusia. 1991-93.
- Regional Development Agencies in Spain, Report. 1993.
- Location Opportunities in Andalusia: Reports on Sevilla Metropolitan Area and Cadiz Bay Area. 1992 93.
- Planning Process in the Andalusia Natural Parks Network, Working Groups. 1992 93.
- Strategic Planning for a number of Manufacturing Industries: Olive Oil; Meat Industry; Vegetable Processing Industry; Packaging; Plastic Products; Furniture Manufacturing; Agricultural Machinery. 1992.
- Development Strategy for El Condado County, Jaén. 1992.
- Report on Socio Economic Situation and Perspectives of Huelva. 1991.
- Design of the Competitiveness Improvement Programme [SMEs support for the acquisition of consultancy services].

Communication skills and competences

Teaching in post graduate courses: master in urban & spatial planning [IDR-University of Sevilla] 2008; ETEA/Universidad de Comillas, Universidad de Cordoba, Universidad Autónoma de Madrid, Universidad de Sevilla, Universidad de Málaga, Andalusia Business Association.

Close links with the academia at international level and a high number of workshops with a wide range of industries. **More than fifty seminars and conferences as organizer or speaker.**

Conferences as organizer or invited speaker

- Creative Clusters in Small Urban Centres: Challenges and Opportunities, Óbidos [Portugal], 2009.
- URBACT Annual Conference, Montpellier, 2008.
- Best Practices in Science Based Incubators: Expanding the Incubator's Function, Sevilla, 2007. Science Alliance.
- II Regional Conference on Retail and Town Centers, La Palma, 2007. Government of Canary Islands.
- Big Events and Infrastructure Projects: Impacts over the Retail Sector, Valencia, 2007. Valencia Town Center.
- Clusters and Interclusters: a European Strategy, Brussels, 2007. Europa Intercluster, Eurada, CDFI.
- The Rías Baixas City Region, Vigo, 2007. Seminario de Estudios Socioeconómicos Carlos Velasco.
- Metropolitan Areas in Spain in a Comparative Perspective, 2007. University Pablo de Olavide.
- III Meeting of the International Business Community in Seville, 2007. SG. Organizer.
- International Workshop for Studying the Establishment of an Underwater Museum in Alexandria, Alexandria, 2006. UNESCO.
- E-Business Solutions to SMEs, Sevilla, 2006. Sevilla Global. *Organizer.*
- Competitive Cities: Clusters for Local Economic Development, San Sebastian, 2006. University of Basque Country.
- OECD Working Party on Territorial Policy in Urban Areas, 8th Session, Bilbao, 2006.
- Conurbations of Galicia Region from a Comparative Approach, Santiago Compostela, 2006. Xunta de Galicia, OECD.
- City Reformers Meeting, London, 2006. London School of Economics.
- Alexandria City Development Strategy: Creating Tools for Local Development, Alexandria, 2006. World Bank, Governorate of Alexandria. Co-ordinator commissioned by the World Bank.
- Revitalisation and New Industrial Urbanism, Sevilla, 2005. SG. Organizer.
- Innovation and Strategic Change in Local Productive Systems, Sevilla, 2005. Universidad Internacional de Andalucía.

Director.

- VI General Assembly of the Conference of the Atlantic Arc Cities, Cork, 2005.
- International Workshop on Aerospace Industry: EADS Spatial Strategies in South-West Europe, Sevilla, 2005. IDEA-SG. Organizer.
- The Mediterranean Metropolitan System, Marseille, 2004. C2M Project Final Conference.
- Forum Lisboa Cidade de Empreendedores, Lisboa, 2004. Ambelis, Lispolis, AIP.
- V General Assembly of the Conference of the Atlantic Arc Cities, Nantes, 2004.
- Business Opportunities in Andalusia, Lisbon, 2004. Portuguese-Spanish Chamber of Commerce.
- Project Management within Multilateral Organizations Funding. Sevilla, 2004. Escuela de Proyectos Internacionales. *Organizer.*
- Competitive Cities in the Global Economy, International Policy Workshop. Sevilla, 2003. OECD-SG. Local organizer.
- Metropolis-Technopolis of the Mediterranean Arc, Barcelona, 2003. Fundación CIDOB - Aula Barcelona.
- E-Administration, Sevilla, 2003. PriceWaterhouseCoopers, Expansión.
- Less Favoured Regions in the Context of Globalisation, Portuguese-Spanish Conference, 2003. CEDREL, INAP.
- IV General Assembly of the Conference of the Atlantic Arc Cities, Seville, 2003. Local organizer.
- Expositions and Globalisation: International Expositions in the Era of Virtual Communication, Trieste, 2003.
- Local and Regional Clustering of R&D: Policy Workshop, Helsinki, 2002. TEKES / EU Commission D.G. Research.
- Benchmarking Regional Competitiveness in the Field of Business Support Services, Brussels, 2002. Eurada.
- Urban Agencies for Economic Development: New Performances in the European Context, Seville, 2001. Organizer.
- European Forum on Top Class Business Support Services, Cardiff, 2001. EU Commission D.G. Enterprise.
- Project Management within EU Financing, Seville, 2001. Organizer.
- Urban Agencies for Economic Development: New Performances in the European Context, Seville, 2001. Organizer.
- The International Market of Tenders: Opportunities for Engineering and Consultancy Sector, Seville, 2001. Organizer.
- European Meeting on SMEs Financing, Málaga, 1999. ProMálaga.
- Small and Medium Sized Enterprise in a Changing World, Seville, 1998. IGU-Commission on the Organization of Industrial Space. *Local organizer.*
- The Consultancy and Engineering Market in Andalusia, Seville, 1997. IFA. *Organizer.*
- Technological Policy and Regional Development, 1995. International University of Andalusia.

Main conferences and seminars

- Intercluster 2008, 2nd European Conference, Paris, 2008. Europa Intercluster.
- Restructuring Forum: Adaptation of SME to Change, Brussels, 2007. European Commission.
- Best Practices in Science Based Incubators, Copenhagen, 2006. Science Alliance.
- Milano Study Tour, 2004. Agenzia Sviluppo Nordmilano, Eurada.
- London Study Tour, 2003. Greater London Enterprise, London Development Agency, Eurada.
- Agorada 2003, Bruselas, 2003. Eurada.
- Peripheries at the Centre: the Unity of the City, Roma, 2003. Eurocities.
- Using Structural Funds to Create Venture Capital Funds, Brussels, 2001. Eurada.
- Knowledge, Industry and Environment, Dongguan-China, 2000. IGU Commission on the Organization of Industrial Space.
- Promoting Growth, New Industries, Policies and Forms of Governance. Haifa & Beer Sheva, 1999. IGU Commission on the Organization of Industrial Space.
- Nuts and Bolts of Cluster Development, Workshop on International Best-Practices, Barcelona, 1998. The Competitive Institute.
- World Conference on Financing SMEs: New Strategies, Instruments and Policies, Seville, 1994. OECD / ICO.
- International Conference on Local Development & Employment, Madrid, 1994. OECD.
- Time, Space, Competition and Contemporary Industrial Change, Orlando (USA), 1992. IGU Commission on Industrial

Change.

- Meeting on Middle-Sized Towns, Cordoba, 1990. Centre for Urban & Regional Planning, Andalusia Regional Government.
- The New Planning: a European Strategy, Seville, 1990. UIMP.
- The International Dimension of Cities, Valencia, 1990. UIMP.
- The Challenges of Development in Africa, Huelva, 1990. UHSMR.

Professional networks

Europa Intercluster, corresponding member for South Europe.

INFORTA Institute for Economic Development and the Reinforcement of Civil Society.

Articles

Áreas Metropolitanas: ¿Ser o no Ser?. In *La Región Urbana de Rías Baixas*. Seminario de Estudios Socioeconómicos de Pontevedra, Carlos Velasco, 2008.

Urban Economies and Advanced Services, Andalucía Inmobiliaria, 2007.

The New Metropolitan Governance: Having a Look at the British Case, *El Correo de Andalucía*, 2007.

Space and Industry, Economic Atlas of the Sevilla Metropolitan Area. Sevilla Global, Unicaja. 2003.

Economías Urbanas y Estrategias de Rehabilitación en Suelo Industrial. *Construcción Andalucía*, 1. 2001.

Desarrollo Cluster en la Horticultura Almeriense de la Segunda mitad de los Noventa. In *Informe Anual del Sector Agrario en Andalucía 1999*. Unicaja. 2000.

El Enfoque Territorial en la Nueva Política de Tejido Empresarial. *Andalucía Geográfica*, 4. 1999.

Estrategias de Industrialización Endógena Revisitadas: el caso del sector del Mármol en Andalucía. *Economía Industrial*, 308. 1996.

La Nueva Situación del Suelo Industrial en Andalucía. *El Correo de Andalucía*, 28 February 1995.

Función Territorial, Nueva Accesibilidad y Oportunidades Sectoriales en la Sevilla post Expo. *Economía y Sociedad*, 11. 1994.

Recension of "Maps of Meaning" by Peter Jackson. *Ciudad y Territorio Estudios Territoriales*, 97, 1993.

Recension of "Postmodern Geographies: The Reassertion of Space in Critical Social Theory" by Edward Soja. *Estudios Territoriales*, 35, 1991.

Servicios Avanzados a la Empresa: Estrategia de Promoción en Ciudades Medias. In *Jornadas sobre Ciudades Medias*, Consejería de Obras Públicas y Transportes, Sevilla, 1991.

Política Regional y Servicios Avanzados a la Empresa. *Andalucía Económica*, 11, 1991.

Escala y Relevancia en el Análisis Geográfico. *Lurralde, Investigación y Espacio*, 13, 1990.