




OSCAR EDUARDO LOPEZ R.


POLITICAL SCIENTIST AND MAGISTER IN LATIN AMERICAN POLITICAL STUDIES

CONTACT INFO

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PROFILE

Political scientist from the Universidad Nacional de Colombia, Master in Latin American Political Studies with an emphasis on research, bilingual, with extensive experience and technical mastery in teaching, sales, business training and management of social projects.

Goal-oriented professional, fully trained as elementary and college professor, through an approach focused to research and development of social programs, as well as for sales management and the training of interdisciplinary teams, providing tools and techniques that have generated outstanding results in multiple companies.

Advanced skills in project planning and development processes, reporting, development and monitoring of management indicators (KPI), advanced skills in dynamic tables, cross tables with data models, dashboards, and databases.

EDUCATION



MASTER IN LATINAMERICAN POLITICAL STUDIES

Universidad Nacional de Colombia
2019



POLITICAL SCIENTIST


Universidad Nacional de Colombia
2016

WORK EXPERIENCE



SECRETARY OF EDUCATION, BOGOTÁ, COL

SOCIAL SCIENCE TEACHER


 June 2018 – **Current**

- Preparation and teaching of social science lessons for seventh grade and philosophy for 11th grade at the Quiba Alta rural school institution.
- Weekly Planning of the lessons of each of the courses.
- Contribution to conflict resolution in the community through conflict resolution techniques and emotional support for those affected.
- Construction, development, and fulfillment of the quality goals for rurality, contributing to the achievement of the SDGs (Sustainable Development Goals) proposed by the United Nations in the rural context of Bogotá.
- Management, systematization, and control of the school Library.
- Preparation and teaching of social science lessons for ninth grade and economics and politics in 10th and 11th grades for the Kymi Pernía Domicó School.
- ✓ Generation of learning processes based on individual experiences, the environment, and personal projections in highly vulnerable rural or urban areas.
- ✓ Development of workshops on sexuality and psychoactive substances management in the classroom, as part of the strategy to prevent substance use and the proper management of student sexuality.



UNIVERSIDAD NACIONAL DE COLOMBIA

TEACHER ASSISTANT


 July 2017 – **Nov. 2018**

- Advisory to undergraduate students in "Government and public policies", "Studies on the public and the private" subjects and public policies postgraduate subjects "Implementation of public policies", "Research Seminar III" in class contents and State-Society relationship from symmetrical sociology as a framework of analysis.
- Preparation of discussions on institutional development and action mechanisms of public policies.
- Update of the Moodle platform of the assigned courses.
- ✓ Structuring of fast, objective, and public knowledge qualification processes that allowed improving communication between the teacher and the students



FUNDACIÓN UNIVERSITARIA CERVANTINA SAN AGUSTÍN

CITIZEN PARTICIPATION AND INTERNATIONAL RELATIONS TEACHER


 July 2017 – **Nov. 2017**

- Planning, organization, and direction of face-to-face (F2F) classes on "Political Parties and Actors", "Mechanisms for Citizen Participation" and "Politics and Religion".
- Curriculum planning and grade management.
- Development of scientific research and dissemination processes.



IDENCORP SAS

SALES AND BUSINESS TRAINER

 February 2016 – **July 2017**

- Carried out training for the entire commercial team of the company, in order to achieve the commercial objectives established by the company's management.
- Preparation of training for the staff of the different areas of the company, both public and private, in different municipalities of the country, conducting the training in the Mayor's Office, councils, hospitals, schools, among others.
- Sale and Marketing of training plans to individuals and companies interested in customer service training nationwide.
- Prospecting of clients of the corporative segment (B2B), registering the commercial advances through the company's CRM.



SKILLS

- Goal - oriented
- Work under pressure
- Negotiation
- Analytic Skills
- Problem solving
- Decision making
- Proactivity
- Teamwork
- Team leadership



LANGUAGES

- **Advanced English** – B2 MCER
- **Intermediate French** – A2 MCER



COMPLEMENTARY EXPERIENCE

- **Presentation: Prospects of pedagogical practice for peace**
Prospective forum of pedagogical practices for peace, national policy - CUN. Sibaté, Colombia. October 30th, 2018.
- **Presentation: Public policy, inclusion, and social variegation: A look from the victims**
Seminar on critical positions on inclusion: a motley vision. Villavicencio, Colombia November 23rd, 2018.
- **Group of investigation:** Contemporary political theory group (TEOPOCO) in public policy since July 2019 (Annual Update).



ADDITIONAL EDUCATION

- **Diploma in public management**
Politécnico superior de Colombia | 2017
- **Personal Coaching**
Demos Group | 2021
- **Advanced Microsoft Office**
International Digital Training | 2016



WORK EXPERIENCE

- ✓ Development of new training methods with a high impact on the work environment of the interested companies, generating increases of up to 40% in total annual sales, through commercial training of high technical quality.
- ✓ Fulfillment of one year's productivity in seven months, reaching the goal of COP \$94,000,000.
- ✓ Increase in company sales by 17% (COP \$46,245,000) in Antioquia for the year 2016, vs the previous year (YTD)



ESCUELA DE CAPACITACION LABORAL EMPRESARIAL SCALANDO

PEACE AND INSTITUTIONAL TERMS TEACHER

July 2015 – Oct. 2015

- Planning, organization, and direction of face-to-face classes on professional ethics and peace, preparing reports for each completed cycle and using virtual platforms (Q10 and/or Blackboard), for the development of activities outside the classroom.
- Management and handling of assistance and qualification of the assigned tasks in the course.
- Conducting effective awareness-raising regarding the person-family-society relationship and the importance of this relationship in the framework of peace building.
- Consolidation and organization of information using dynamic tables, dashboards, and databases.



IMPACTO CORPORATIVO SAS

SALES TRAINER

July 2014 – Oct. 2015

- Design of commercial and institutional training processes for the company's commercial team.
- Coordination of the commercial group through continuous accompaniment and continuous feedback.
- Preparation and presentation of management indicators, performance evaluations and commercial management indicators (KPI).
- Training of bidding personnel in the use of the SECOP-Efficient Purchase page and support to the legal team in the preparation of the corresponding documents.
- Development of a commercial training plan in the short, medium, and long term, which is currently in force.
- Development of training for the bidding team on the importance of the political context in commercial success within the framework of State-Society relations.
- ✓ Ascent within the company, thanks to the overachievement of the commercial goals assigned by the company.
- ✓ Consolidation of prospect databases, through an integrated control panel that allows decision-making and monitoring of sales performance of the commercial team.



FUNDACIÓN AUTOGESTIÓN COLOMBIA

SOCIAL SCIENCES, CRITICAL READING, AND PHILOSOPHY

March 2013 – June 2014

- Formulation and implementation of training processes for people in conditions of vulnerability and limited resources.
- Development of training programs for preparation for state exams in the areas of social skills, citizenship skills, critical reading, science, technology, and society, aimed at vulnerable populations.
- Work with vulnerable communities, such as rural population, low-income population, population of diverse sexuality, among others, for communities located in Bogotá, Boyacá, and Cundinamarca.
- ✓ Development of pedagogical processes that allowed the assigned students to conduct the relationship of knowledge of the social sciences with autonomous knowledge.