



JULIO MARCO BARROSO

Business Transformation Leader
& Business Coach

KEY SKILLS & COMPETENCIES

- Great Coaching & Mentoring skills
- Charismatic Leader
- Communicator
- Facilitator
- International Public speaker
- Active listener
- Master in Powerful Questions
- Emotional intelligent
- Positive thinker
- Self confident.
- Highly motivated & Committed
- Results oriented
- Enjoy new challenges.
- Capacity to generate rapport and to connect with people,
- Passionate
- Excellent interpersonal skills
- Capacity to bring out the best of people
- Honest & Sincere
- Positive thinker, self-confident and committed.
- Excellent interpersonal skills.
- Tactful & articulate.

CONTACT DETAILS

- M: +34 670 467 554
- www.juliomarco.com
- jmarcobarroso@gmail.com
- <https://www.linkedin.com/in/julio-marcobarroso/>

ABOUT ME

For more than 30 years I have dedicated myself to develop international companies in Spain as CEO or Managing Partner, leading them or managing them from the beginning until they were successfully sold out. I've worked in many sectors such as automotive, telecommunications, private universities, and different Venture Capital funds.

Since 2000 and in parallel with my Venture Capital activities, I dedicated myself to my passion "People & Corporate Development". Now after more than 20 years of training and coaching experience, I am according to the European Commission one of the top three European experts in Business Coaching, Management, Emotional Intelligence, NLP, and Enneagram techniques.

In this field, I've worked with leading international companies of all sectors with many senior-level roles (Presidents, Cx level, Directors, Senior Managers, and Executive committee members) where I have developed Programs for Corporate Culture Transformation, Organizational Changes, Leadership, high-performance team building, commitment, shared vision, effective communication, Development, Emotional intelligence, and corporate motivation.

I have trained and helped many executives in the field of sales, leadership, communication, public speaking techniques, teamwork, self-awareness, and motivational techniques.

I have conducted over 4.000 business Coaching sessions throughout Europe and Latin America.

I currently work for banks, pharmaceuticals, hospitals, telecommunications, automotive, technology, and innovation & luxury sectors and closely collaborate with the European Commission, the Spanish Ministry of Economy (Mineco and CDTI), the Chamber of Commerce and several Professional Associations.

For 5 years I have had a radio program called "Coaching Capital" where every week we talked about professional skills through interviewing Leaders and CEOs about corporate culture, vision, leadership, etc. and the impact in their companies after going through a corporate coaching process. I am a Trainer of Trainers and a Trainer of Mentors for the Chamber of Commerce

I am also passionate about reading & writing, I am the author "Viaja conmigo a Itaca" a book about personal development and managerial skills published in 2019 by Editorial Kolima.

In a nutshell, I love to bring people and organizations to their peak.

My hobbies are practicing sports such as Tennis, Golf, Mountain Bike, Gym, I am a Theatre performance amateur. I love teaching and I am always eager to

2012 -Current

European Commission and Spanish Ministry of Economy (CDTI) Business Coach.

I have been working and helping more than 70 companies , leaders in their sectors, financed by the European Commission, which aims at generating market-creating innovation feeding into rapid scale-up of European enterprises. enhancing the competitiveness of European companies. That's the reason why they certified their own business coaches. In this sense, I use to prepare the CEOs and their teams to improve management, develop, grow and internationalize the company with a solid culture of values , leadership, trust, commitment, efficient communication and motivation

I am actually consider by the European Commission as one of the three Top business Coaches of Europe and one of the most demanded in Europe by the companies to advise and train them

2000–current

Spark Coaching & Training. Founder and Managing Partner

During the last 20 years I have helped, through my training company Spark, to international leaders companies (in very competitive sectors as Banks, Financial, telecommunications, healthcare, IT, new technologies...) and their teams, to develop the organizational Culture, share Vision, Strategy , change adaptation, and Effective Leadership based on confidence, clear communication, active listening, powerful questioning, safe environment, feedback, recognition, empowerment, alignment and motivation. Through individual Coaching sessions, Team coaching, team building activities (indoor and outdoor) and training them in professional skills in order to maximize their own performance UBS, Nomura Bank, Robeco Investment, Lombard Odier, Telefónica, Oracle, L'Oréal, Novartis, Europcar, Urban Science, Grupo Azucarera Española, Accenture, Oliver Wyman, Clarks, Lab. Alcalá Pharma, Belgravia Capital....

Main Achievements:

- Develop a organizational common culture.
- Shared Vision Projects (Created & Implemented)
- Create & Allign values and objectives
- Creation of corporative Leadership Program
- Tranfformation of organizational structures
- Wow, Processes and implementation of management tools
- Internal mentoring and coaching programs for high-performance team building and middle management development

2012 - 2016

International Coach Federation ICF Spain

(the most prestigious Coaching association of the world)

General Secretary and member of the Board

In parallel with my other activities, during this years I have organized International Coaching events in Spain I have worked together with the main coaches of the world, (Tony Robbins, John Whitmore, Tim Galway, Julio Olalla, Leonardo Wolk.... I have organized the most advanced International coaching programs for leadership, Communication, high performance teams, talent management

PROFESSIONAL EXPERIENCE (ii)

2003 . current

Gilde Healthcare Venture Capital fund Spanish Director.

One of the four main pan European venture capital funds

Since 2003 We have raise 4 different founds, We are actually raising our fifth fund for a total amount of 350 mill €

Looking for Deal Flow in Europe

Fund raising: International Investors

Networking, Communication & International Healthcare fairs

1999 – 2002

New Media Spark . TMT Venture Capital Fund UK. Partner

Business Development, Marketing, Deal flow, fund raising

1996 . 1999

Managing Director- World Telecom – UK Telecommunications operator

Creation and development of the company in Spain: strategy, organizational structure, commercial plan, financial plan We Sold the company to the Dutch group UPC United pan European Communication with large capital gains

1993-1996

Universidad Europea de Madrid. Director

Responsible of Business Development , Strategy and Marketing

During this three years we increase the number of students from 2000 to 10.000. The number of careers from 9 to 22. The number of buildings from 1 to 5, and on 1996 we sold the University to the listed American group of Universities Sylvan

1986-1993

Automoviles Hispano Aleman. Exclusive importer for Spain of Kia, Subaru, Lamborghini and Isuzu. Managing Director

Development from the beginning of these brands in Spain: As general manager of the group: Creation of the organizational structure (150 people), Vision , Organizational culture, Strategy, Commercial Plan, Financial Plan ,Sales and after sales. We went on to sell from 500 vehicles to 12,000

Porsche: Director

MY EDUCATION

- Degree in Economics
- MBA (IE Business School)
- Master Corporate Finance (IE Business School)
- Master International Commerce ESIC
- ICF PCC Certified Coach (more than 4000 business Coaching sessions)
- Certified Mentor (Spanish Chamber of Commerce)
- High level of English