

Ximena Vallejo C.

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Profile

Experienced Sustainability Manager with a strong track record in managing sustainability audit engagements across various sectors. Expert in integrating CSRD, EU Taxonomy, and ISO 26000 into business practices, with deep knowledge of ESG and CSR strategies. Worked in human rights due diligence and CSR within the value chain and retailers, in managing waste, reducing carbon print, water treatment, and renewable energy projects. Proven ability to lead cross-functional team and drive continuous improvement, Trilingual (EN/SP/PT) with excellent communication skills and a strategic approach to fostering client relationships and stakeholder engagement.

Work Experience

CSR / HSE Consultant and CSRD

September 2023 -now

- Implementing plans to companies in UK , Spain and India to get ESG global KPI ´s for SPE and industries that are part of the supply chain of European companies, or based on, that must accomplish EFRAG directives and CSRD for 2024. (remote)
- Executing SEDEX requirements to pass CSR and SMETA certifications.
- Ecovadis implementation in various technological companies overseas.

Corporate Social Responsibility, Industrial Safety and Environmental Manager **June 2021 / August 2023** **PROPOSORJA / NIRSA , Posorja, Guayaquil, Ecuador**

- Implemented Health Security and Safety (HSE)and CSR management systems for 5 plants (7000 employees)
- Achieved CSR certifications requested by global clients (amfori BSCI, SMETA,BRC, ISO 45001, 14001, 26000, Seafood Task Force, MSC)and proper audits from COSTCO, LOVERING and WALMART
- Reduced Carbon Footprint in 15% and water recycling treatment to protect mangroves and ocean. Signed the Principios del Océano Sostenible del Pacto Mundial de las Naciones Unidas, at Lisbon
- Planned CSR audits and implemented Code of Conduct and OIT at Tuna fishing fleets (Colombia and Peru) and aquaculture farms for Lovering Foods

Director of Industrial Competitiveness (appointed by the government)

Feb. 2020 – May 2022

Ministry of Production, Trade, Investments, and Fisheries, Quito - Ecuador

- Directed 13 negotiation tables with industrial chambers and associations to develop a better competitiveness climate, addressing aspects such as market access, market barriers, custom tariffs, and social protection.
- Implemented an 100% efficient Sustainable Emergency Plan during COVID 19 to maintain 300.000 formal employees and 1M indirect in different industries.
- Participated as a member in COMEX (Foreign Trade Collegiate Committee) and CEPAI (Investments Collegiate Committee), contributing to the approval of over 30 proposals for 4.0 industries projects and new investments, leading to tariff reductions.

Sustainability, Strategic Alliances and Advocacy Director

May, 2017 - 2019

WORLD VISION. Quito, Ecuador

- Secured \$3 million in funds through portfolio projects from corporations, employing CSR shared value models in diverse local rural communities. Awarded grants from USAID, UKAID, EU, WFP, UNCHR, IOM, UNICEF, and UNESCO.
- Directed advocacy campaigns leading to the enactment of the Women Violence Prevention Law (2018), Convention of Children's Rights Third Protocol (2019), and an update to the Children's Code (Código de la Niñez), collaborating with a social movement coalition (ongoing).
- Developed climate change and sustainability ESG in programs logframes, and strengthened digital skills capabilities as cross-cutting themes in national World Vision programs.

Resource Mobilization Leader**September 2015, Jan 2017****Child Fund International, USA. Quito Ecuador**

- Directed grants acquisition strategy and funds for humanitarian response from EU, ChildFund Alliance and funds from local institutions. Beneficiaries 700.000
- Obtained donations from Proctor and Gamble at the international and national level (GIK) for 2 million USD for emergency response (Earthquake, Manabí 2016).

Founding Director/CEO**2014, May 2015****Império dos Andes Ltda. www.rosasdevenda.com.br****São Paulo, Brazil**

- Opening of the first Ecuadorian e-commerce site company in Brazil.
- Sale of Ecuadorian products with Fair Trade certification
- Created and implemented e-commerce site, positioning strategy, digital marketing campaign, and market opening.

Deputy Commercial Counselor. (Diplomatic Position)**Mar. 2012 - 2013****Embassy of Ecuador / Pro-Ecuador, Sao Paulo, Brasil**

- Designed with the Trade Policy EC Diplomats the entry of Ecuadorian shrimp and bananas.(obtained)
- Coordinate market access and foreign trade plan for ecuadorian commodities
- Organized events to access new markets for non-traditional export products.
- Organized press conferences and forums for Ecuadorian businessmen and producers
- Coordinating Investment for Brazilian to Ecuador within Tables and Negotiation Rounds

Chief of Staff for Ecuadorian relations**2008 - 2011****Embassy of the Republic of Brazil at Ecuador****Quito, Ecuador**

- Engaged Ambassador´s relations with commercial camaras, businessmen associations. Organized several bi-national events on international cooperation and commercial exchange.
- Coordinated visits by Brazilian authorities and business to Ecuador.

CERTIFICATIONS**Lead and internal Auditor** ISO 9001, 25001, 45000 issued by TÜV Rheinland**Internal Auditor** SMETA issued by SGS

Sustainability and Climate Change by GARP

Expert in Emergency Management and Humanitarian Response by ChildFund International

PMP

EFRAG, specialist CSRD by AEC

LANGUAGES

Spanish, English, Portuguese, and French

EDUCATION

• Master in Corporate Social Responsibility and Leadership, OBS Business School, University of Barcelona, Spain

• Marketing Technologist (Third Level Education), ECSA, Guayaquil, Ecuador.

• HSEQ Management System Leader (ISO 9001-45001-14001), University of Catalunya, Spain

• AA/BA in Communication, specialization in broadcasting, University of Maryland /Montgomery College, Rockville and College Park, MD – USA.

RELEVANT DIPLOMAS

• International Business Specialist, George Washington University, USA

• Executive Program on Rethinking CSR and Inclusion, Universidad Torcuato di Tella, Argentina.

• Executive Program on Impact Bonds, Universidad Torcuato di Tella, Argentina

• Executive Program on Business Intelligence, Universidad Torcuato di Tella, Argentina

Sustainable Business Model Strategies Program, ESPAE / Deloitte