

CONCEPCION AISA

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Professional Summary

- Deep understanding of international banking, specifically funding, structured finance and securitization.
- Proven track record of business development and financial innovation.
- Highly effective at addressing challenges and working with diverse teams to deliver results.
- Working experience in Europe, Latin America, Middle East, and South Asia.

Professional Experience

THE WORLD BANK (WB)

Washington DC, USA

Senior Financial Officer – Financial Advisory and Banking (FAB), Treasury (TRE)

2014 – Present

Financial Officer- Climate Change, Environment (2009-2010); FAB, TRE (2010 -2014)

2009 - 2014

- Lead Banking Services - analyse, develop and implement customized financial solutions and risk management strategies - for country clients, primarily Ministries of Finance, Central Banks and Sovereign Owned Enterprises in Middle East, Latin America and Asia. Develop client solutions in collaboration with WB regional cross-sectoral teams.
 - Grew WB's Treasury portfolio by adding four new countries. Led the opening of new business lines and customization of emergency loans under tight deadlines.
 - Spearhead the development of innovative financing structures for refugees and host communities in the context of the Syrian refugee crisis. Led the development and implementation of the Global Concessional Financial Facility (GCF) created in less than 9 months with the goal to unlock \$3-4 bn with 1 bn. Engage multiple donors and multilateral banks in the process each with different priorities and mandates. Analysing potential structure replicability in other areas. Work awarded WBG Presidential Award on Innovation 2017.
 - Led the financial component of the first WB Catastrophe Financing Program in South Asia. Co-lead initiatives on the development of Islamic finance, including the first-time issuance of a Sukuk Bond for a client country.
 - Played a key role in the execution of the first WB variable interest rate swap for a country client, by matching the debt of a country with an existing industry solution and advocating the solution to the WB Board.
- Lead FAB/TRE work for Energy Efficiency (EE), Environment and Climate Change.
 - Led the customization of WB loans for EE projects. Designed a new financial structure to optimize credit risk exposure by accounting for energy savings, which was successfully applied to an appliance replacement program for India.
 - Supported the preparation and appraisal of a structured finance instrument backed by CDM (Clean Development Mechanism) credits.
- Direct consulting services and capacity building workshops for WB clients. Represent WB worldwide.

BBVA (Banco Bilbao Vizcaya Argentaria)

Madrid, Spain

Senior Financial Management Specialist-Financial Management Department

2007- 2009

- Securitized all types of assets from the Bank balance sheet (mortgages, SME loans, corporate loans, consumer loans, leasing). Issuance of € 21billion in 2007 (€ 15 billion were market placed), which had significant implications for the Bank's core capital (capital base) and liquidity ratios.
- Managed Core capital. Co-designed and executed issuance strategy for BBVA's own portfolio (from Covered Bonds to Securitization) to implement an active management of the Balance Sheet and meet Basel II criteria on capital ratios.
- Managed and coordinated the process to obtain the largest guarantee (€ over 1 billion) from the Spanish Government for the issuance of bonds having as collateral subsidised mortgages (20% of the total available guarantee).
- Coordinated and managed the entire financing process with all relevant departments (Business, IT, Legal, Auditing, Accounting, Institutional Relations and Capital Markets areas) as well as Rating Agencies and Investment Banks.

- Structured deals and used guarantees from international entities such as the European Investment Fund (EIF) and the European Investment Bank (EIB).
- Managed relations with Bank of Spain, AEB (Spanish Banking Association), CNMV (Spanish National Securities Commission), and Spanish Ministry of Economy and Finance.

GOVERNMENT OF ARAGON

Zaragoza, Spain

Financial Economist – Economic Policy and Finance

2006

- Analysed, studied and tracked international, Spanish and regional economies that resulted in several studies including the first on internationalisation of Aragon companies and regional government assistance.
- Evaluated Aragon Economy for the 2006 credit rating of the region. Gathered the information, designed and delivered the presentation at the assessment meeting with the rating agencies.
- Supported work on Public Debt Issuance.

ICO (Instituto de Crédito Oficial)

Madrid, Spain

Export Credit Specialist – Business Department

2005-2006

- Analysed and managed Spanish export credit transactions, including syndicated loans, in developing countries.
- Opened new lines of credit, including Iran and China, for health equipment and education projects.
- Obtained financing for international turn-key projects, including an oil refinery in Mexico and a water project in Ecuador.

SPANISH EMBASSY IN MEXICO

Mexico DF, Mexico

Foreign Trade Advisor – Office for Economic and Commercial Affairs

2003-2004

- Advised Spanish companies on investments and entry strategy in the Mexican market.
- Designed, constructed and maintained the first exporters' data base at my own initiative.

EUROPEAN COMMISSION

Brussels, Belgium

Economist – DG Agriculture, International Relations Unit – Africa Caribbean Pacific (ACP) Countries

2003

- Participated in the negotiations for EU and third-country trade agreements of ACP countries, which included Council and internal meetings within the Commission, especially with DG Trade and DG Development.
- Conducted analysis, researched and wrote official background papers on a wide range of international trade issues for the EU.

Education

2001 – 2002 **UNIVERSITY OF WARWICK**

UK

MA in International Political Economy

Final MA thesis: "The Struggle for Global Markets: US-EU Trade Relations"

1996 – 2001 **UNIVERSITY OF ZARAGOZA**

Spain

5-yr Licenciatura – (MSc equivalent) in Business, Finance and Economics

Honors: Merit Award

Awarded EU Erasmus Scholarship: studied in University of Southampton 2000-2001

UK

Additional Information

Languages: Spanish (native), English (fluent), French (working knowledge).

Selected Publications:

- "Jordan Economic Monitor: The Green Economic Boost", The World Bank, Spring 2017
- "Capital and the Common Good: How innovative finance is tackling the world's most urgent problems", by Georgia Levenson Keohane, contributor. 2016.
- Featured in Forbes Magazine (Spain edition): "Tacones en el Banco Mundial", May 2015
- "Too Global to Fail: The World Bank at the Intersection of National and Global Public Policy in 2025". World Bank Group, Peer reviewer, 2015
- "Carbon Capture and Storage in Developing Countries: A Perspective on Barriers to Development". Contributed to Chapter 6 on financial model development. The World Bank, 2012.
- "Climate Finance in Urban Context". World Bank Institute. Development, Climate and Finance. Issues Brief 4. November 2010.