

Carla Ortiz Fuentes

Director of Business Development

Work History

2014 - Present:
RER Energy Group,
Director of Business
Development

2011 - 2013:
Abilia S.A. de C.V.
New Business
Development

2010 - 2011:
Skandia Mexico,
Operations Analyst

Education

Duke University Masters,
Environmental
Management/Focus In
Energy & Finance

Universidad Anahuac
Mexico,
B.A., Business Admin.

Role/Relevant Experience

Carla is responsible for leading RER Energy Group's business development initiatives in Mexico and Latin America. As a hands-on leader, she draws on her experience in new business development and operations, and combines proactive analysis, insight, and a team-based approach to drive organizational improvement and success. Under her guidance, despite a complex and evolving regulatory environment, RER Mexico has begun to build a few small projects and is in development for substantial projects in the industrial, commercial, and agricultural sectors.

A native of Mexico City, Carla began her career working as an analyst with Skandia, a Mexican financial institution, where she worked directly with the Operations Manager to gain an understanding of the Mexican financial system and diversified investment fund portfolios.

Carla went on to gain significant experience in business development and finance at Abilia S.A. de C.V., a leading Mexican private equity firm, where she negotiated new ventures with landowners and private equity investors. Carla led the financial evaluation of numerous potential real estate projects, six of which (valued at more than U.S. \$500MM) were ultimately approved by the investment committee.

Carla's additional accomplishments with Abilia S.A. de C.V. included the creation of a new financial case model for private equity projects increasing the Internal Rate of Return (IRR) by 4.6 points, participation in the underwriting of two major projects in Mexico City (placing over U.S. \$300MM), and researching, designing, and proposing new business plans in renewable energy.

Carla joined RER Energy Group in 2014 while completing a Master's Degree focused in renewable energy and business at Duke University. She has been instrumental in launching our business expansion into the Latin American market.