

DARIO PEREZ

U.S. Citizen

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Email: dperez@lakepalmercorp.com

EDUCATION

Indiana University - USA

M.B.A., August 1995.

Universidad Simon Bolivar - Venezuela

B.S. Mechanical Engineering; June 1991.

HONORS AND AWARDS

Harbison-Walker Refractories – 1998 Award for Most Improved Sales Territory

Indiana University - Graduate Assistantship

Universidad Simon Bolivar - Selected as Student Commencement Speaker

PROFESSIONAL EXPERIENCE

FLUENCE CORP

Country Manager

March 2018 to Present

- Managing business development and construction of two reverse osmosis plants in Peru. Facilitated the acquisition of GCM Peru by Fluence Corp. GCM has two desalination projects of 10,000 m3/day each. Presently developing one of the sites. Signing of new clients, government permits management, local contractors management, day-to-day company operations.

WATER SHIP BLUE (Project)

Consultant

February 2015 to Present

- Watership Blue is building a fleet of Water ships that harness proven state of the art technologies to desalinate water at sea in an environmentally-sound fashion. www.watershipblue.com

LAKE PALMER CORP (Peru Operations)

Founder - Managing Director

May 2008 to Present

- Started operations in Peru under Lake Palmer Peru. Construction and operation of seawater desalination plants. 11 plants built to date. Presently providing operations services to Oil & Gas, Fisheries and Residential.
- Development of Hot Gas Compression technology (HGC) to improve production of mature oil wells.
- **Authorized Distributor of:** Danfoss, Fluence Corp, Macrosound Technologies, Innogreen Technologies.

BRIGHTSTAR CORP

Business Development Director – South East Asia

May 2006 to May 2008

- Set up new subsidiaries across SEA region from ground up and Mergers/Acquisitions.
- **Singapore.** Started up operations. Opening of new office, Staffing, Set up warehousing facilities and capturing new clients. Over \$60MM in sales revenue in 6 months.
- **Thailand.** Negotiated Joint Venture with local partner. Business plan, Shareholders agreement and Incorporation. Staffing. Started up February 08.
- **Vietnam.** Local partner identified. Business plan in place. Shareholders agreement. Start up Q2 08

LAKE PALMER CORP.*Founder - President**October 2001 to Present*

- An export management company focusing on trading between Asia and Latin America. From SEA, Hong Kong and China exporting electromechanical equipment into Latin America and the U.S.A. including seawater desalination plants.

SCANNING SYSTEMS*Director International Sales**June 1999 to October 2001*

- Direct sales worldwide. Management of current international distributors in Latin America, Europe and Asia. Searching and signing new distributors worldwide. The number of international distributors from June 1999 to 2001 increased from 0 to 10 with sales approaching \$4,000,000 annually.

HARBISON – WALKER REFRACTORIES*Area Sales Manager / South America,**November 1997 to June 1999*

- Representing and conducting sales and marketing activities in Venezuela, Colombia, Peru, Ecuador and Bolivia. Management of Agents and Distributors throughout the territory. Sales quota for 1998 exceeded by 130%.

*Project Specialist for International Markets**August 1995 to November 1997*

- Assisting in business growth focused on international engineering firms, OEM's and green field projects worldwide. Direct international customer contacts, sales and management of project orders. Managed over \$15MM in orders for 1996/1997.

SKF*Applications Engineer**July 1991 to December 1993*

- Providing technical support and sales, concerning vibration data collector devices and maintenance products for bearings.

RELATED STUDIES

- Problem Analysis and Decision Making - Kerner Tregoe
- Sales Strategies – Dale Carnegie
- Sales Management – AMA

PERSONAL

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Speak English, Spanish (fluently). French (intermediate).