



Cristian Santibanez

URBAN INNOVATION & MOBILITY EXPERT

CONTACT

+33 (0) 6 72 36 98 08

c@santibanez.fr

www.santibanez.fr

Chilean, French, Italian

LANGUAGES

C2 English, French, Spanish

B2 Portuguese

B1 Italian

A2 Japanese

SOFTWARE & SAAS

Office
MS Office, iWork, G-docs

Project management
Monday.com, Trello, Freedcamp

Automation
Zapier, IFTTT, Integromat

CRM
Hubspot, Nimble CRM, Zoho

Design
InDesign, Photoshop, Illustrator

Web
Wordpress CMS, HTML, CSS

SOCIAL



csantibanez



crisantibanez



csantibanez

WORK EXPERIENCE

Execution-driven leader, entrepreneur, and consultant with 7+ years of work experiences in 8 countries and 3 continents. Core skills: strategy, leadership, multi-stakeholder negotiation, operations, data and market research, team and project management.

LEAD OF MARKETING OPERATIONS AND URBAN MOBILITY

Since April 2018

HYPERLOOP TRANSPORTATION TECHNOLOGIES

Building the next breakthrough in mobility.

- Increased productivity and focus within a team of 7 employees and 50+ contributors by designing and implementing team management processes, reports, and a 3-6-18 Strategy.
- Publicly represented the company at various B2B/B2C events, and pitched the company in high-level meetings with elected public officials (Europe and Americas).
- Managed and executed complex, cross-department projects.

MOOVE LAB PROGRAM MANAGER

2018 – 2019 | 1 year

VIA ID (MOBIVIA GROUP)

Mobility startup acceleration program of the world's largest startup campus.

- Conceived and executed an operational framework to manage the program and work with 11 corporate sponsors including Europcar, Total, Bridgestone, Cofidis, and Emil Frey.
- Organised 36 professional workshops and coached 13 seed to pre-series A startups.
- Publicly represented the program on television and at various European B2B/B2C events.

SENIOR CONSULTANT

2016 – 2019 | 3 years

LGI (2018) | SC CONSULTING (2016)

Urban and mobility innovation consulting practice.

- Sold 150k€ worth of missions in 12 months. Scope of work: strategy, project management, market research, corporate training.
- LGI acqui-hired my practice in 2018 to work for public and private clients in the Smart City and Mobility industries.
- Selected references: Japanese International Cooperation Agency, SNCF, MAIF, City of Lille, OECD, FiveByFive, CNPA, HyperloopTT, Startup Sesame.

LECTURER AND TUTOR

Since 2017

SCIENCES PO PARIS - SCHOOL OF URBAN AFFAIRS

Sciences Po is the world's 4th university in Politics & International Studies (QS WUR ranking).

- Master's students, lecture and workshop on urban innovation and entrepreneurship.
- Tutoring groups of 4 Master's students to conduct corporate studies (clients: ADP, OpenDataSoft, FIA).

CO-FOUNDER, HEAD OF PUBLIC AFFAIRS AND SALES MANAGER

2015 – 2016 | 1.5 years

AUTONOMY

Leading international urban mobility event connecting innovators and policy makers.

- Successfully conceived, pitched, and brought to life a B2C and B2B urban mobility event/community. First edition: 13 000 participants (3 000 B2B), team of 20.
- Sales: led a team of 12 salespeople thanks to whom we brought 200+ brands to the event (success ratio: 17%). Personally sold 50k€ in partnerships and 20k€ worth of exhibitors.
- Public Affairs: with support from Rumeur Publique, executed partnerships with 3 national ministries & the City of Paris, and brought 19 other European cities to the event.

ASSOCIATE, URBAN INNOVATION, RESEARCH AND COMMUNICATION

2012 – 2015 | 3 years

NEW CITIES FOUNDATION

NewCities is a global nonprofit committed to shaping a better urban future.

- Conceived, pitched, negotiated and implemented pilot projects, research programs, contests and partnerships.
- Authored and co-authored reports and articles, including Cityquest 2014, Urban E-Health, and Connected Commuting (see LinkedIn for links).
- Co-organised four international, high-level events (New Cities Summit 2012, 2013, 2014, and Cityquest 2014) and other smaller events.



Cristian Santibanez

URBAN INNOVATION & MOBILITY EXPERT

CONTACT

+33 (0) 6 72 36 98 08

c@santibanez.fr

www.santibanez.fr

Chilean, French, Italian

LANGUAGES

C2 English, French, Spanish

B2 Portuguese

B1 Italian

A2 Japanese

SOFTWARE & SAAS

Office
MS Office, iWork, G-docs

Project management
Monday.com, Trello, Freedcamp

Automation
Zapier, IFTTT, Integromat

CRM
Hubspot, Nimble CRM, Zoho

Design
InDesign, Photoshop, Illustrator

Web
Wordpress CMS, HTML, CSS

SOCIAL



csantibanez



crisantibanez



csantibanez

EDUCATION

Educated with honours in France's top institutions.

MASTER'S IN URBAN AFFAIRS

2010 – 2012 | Paris, France

SCIENCES PO PARIS - SCHOOL OF URBAN AFFAIRS

- **Economics:** Econometrics, Statistics, Network Analysis, Economic Geography, Theory of Organisations, Digital Cities, Urban Project Management.
- **Sociology:** Network Analysis, Urban Sociology & Demographics, Geo-Information Systems (GIS), Sociology of Organisations, Sociology of Risk, Quantitative and Qualitative research.
- **Political Science:** Urban Governance, Conflict and Urban Policy in Large Metropolises, Asian Cities, Latin American Cities, Urban Food, Urban Housing, Law in the City.

JAPANESE STUDIES CERTIFICATE

2009 – 2010 | Tokyo, Japan

TOKYO UNIVERSITY OF FOREIGN STUDIES

Japan's top university for applied language studies and international relations

BACHELOR'S DEGREE

2007 – 2010 | Paris, France

SCIENCES PO PARIS

ACTIVITIES AND AWARDS

Future-curious, public-speaker, cause-driven, and creative.

- **Public speaking:** B2B and B2C events with high-level international attendees (New Mobility World, EcoMotion, Wirecard Innovation Days, New Cities Summit, Autonomy, ...).
- **Workshop facilitator:** regular interventions at B2B/B2C events and in academic contexts.
- **Startup Sesame's Mobility Lead:** public speaking, startup selection, mentoring, and high-level strategy/business development consulting for Europe's largest alliance of tech events and acceleration program.
- **Architecture award:** Laureate of Jacques Rougerie Architecture Competition – category 'Architecture and Rising Sea Level' (2014).
- **Entrepreneur community:** Sandbox Paris Ambassador and member of the community since 2013 (sandbox.is).
- **World traveler:** Mexico, USA, India, Myanmar, China, South Africa, Egypt, Europe (several), Black Rock City, and more.
- **Creative and soulful:** Regular practice of Kundalini yoga, photography, music (drums, guitar, and singing), and advanced origami.

REFERENCES

Additional references available on-demand.



Cristian was crucial in building the first edition of Autonomy in 2016 (...). His obsession with analysing data in order to determine a best course of action proved fruitful. Alongside his ability to manage the people directly under his responsibility, he showed a remarkable ability to go from imagining a concept to executing an activation and coordinating partners.

ROSS DOUGLAS | PRESIDENT AND FOUNDER OF AUTONOMY



Cristian has been representing the Sesame brand across several events with incredible ease. He has great public speaking and facilitation skills, is very charismatic, smart, structured, and a lot of fun to be around. He has also been contributing to the development of the company's strategy with very relevant insights and recommendations. He strikes me as a natural leader.

BEN COSTANTINI | CEO OF STARTUP SESAME