

José Ignacio Castiglione

Business Development, Strategic Partnerships & Sales

During the last 5 years, I've been building long-term relationships and working with senior executives from big companies, government officials (both local and foreign), tech-startups, investors and other big players from the startup ecosystem and corporate world. I've been frequently attending networking events, constantly improving my social, communication and deal-making skills, and developing an extensive and genuine network of contacts, including clients, key partners and friends.

I'm extremely curious and creative, always seeking for new opportunities that constantly challenge my personal boundaries, kicking me out of my comfort zone. I've worked, developed and led projects in the most diverse and dynamic work places and industries during the last years, including the Army, both the public and the private sector, from traditional businesses to innovative startups. I was born to work in fast-paced, changing environments... otherwise, I get bored too easily.

I strongly believe in the power and potential of innovation and technology to drive change in businesses and industries. In fact, during the last year, I've been advising and rising awareness of senior executives from the most diverse industries (including Facebook) about the importance of relating to startups as an essential part of their innovation strategy. I have worked with big companies and governments on the design and implementation of Corporate Venturing and Open Innovation programs, as a part of mi position in Ideas Factory.

Experience

2016-05 - present **Head of Sales and Business Development**

Ideas Factory

Responsible for developing the business side of Ideas Factory, identifying business and partnership opportunities, defining product and fundraising strategy and building long-term relationships with startups, corporations, investors and governments.

2015-11 - 2016-08 **Founder & CEO**

Tripify

- Selected to be part of a six month incubation program in Buenos Aires, as a part of the first generation startups from Campus Emprear.
- Implemented the latest agile business methodologies through the process of building the startup (including Running Lean, Experiment Board, Lean Canvas, among other).
- Worked with an external CTO in designing and developing the algorithms for the AI process of the mobile app.
- Designed the social media, communication and marketing strategy.

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Find out more at gotripify.com



Personal Info

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E-mail

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Date of birth

1990-07-30

LinkedIn

[linkedin.com/in/josecastiglione](https://www.linkedin.com/in/josecastiglione)

Languages

Spanish



Bilingual

English



Bilingual

Portuguese



Advanced

Top skills

- Leadership
- Team player
- Social skills
- Communication
- Managment
- Entrepreneurship

2014-08 -
2015-09

Founder & CEO

BigTime! Buenos Aires

- Built, led and managed a team of three sales associates, a commercial manager and a communication and brand manager.
- Negotiated and closed deals with +30 top local and international brands, including restaurants, pubs, museums and tours.
- Developed a network of +70 sales partners, including hotels, tourism agencies and income-travel related businesses.
- Strategic partnership agreements with government ministries, such as Tourism, Education and Foreign Trade.

BigTime! provides the most recognized and sought-after discount, promotion and coupon products in the most exclusive restaurants, pubs, museums and tours in Buenos Aires.

Find out more at enjoybigtime.com

2013-02 -
2014-02

Lawyer

Freidenberg, Freidenberg & Lifsic Law Firm

- External counsel for +15 major international airlines.
- Review and analysis of commercial contracts.
- Administrative discharges before the National Immigration Office.
- Prosecution of judicial records at the Civil and Commercial National Court.

2011-06 -
2013-02

Law Administrative

Ministry of Defense

- Follow-up of lawsuits against the National Administration.
- Administrative tasks.

2009-08 -
2011-02

Soldier

Argentinian Army

Bilingual guide for the interior of the Argentinian Government Palace (Casa Rosada) and the museum of the Regimiento de Granaderos a Caballo.

2010-08 -
2010-11

Associate Professor

Fundación Americana para la Educación

Volunteer in the campaign "Chau Indiferencia!", teaching the Argentinian Constitution to students from public schools in the City of Buenos Aires.

More info at chauindiferencia.org.ar

Education

2008 -
2014

Lawyer - Universidad Católica Argentina

Twice elected member of the Steering Committee of the Law Students Board as Treasurer. 2011, 2012.

2009 -
2014

Courses

- BA Startup Academy - Gobierno de la Ciudad de Buenos Aires
- Branding - Cámara Argentina de Comercio
- Digital Marketing Strategies - Accenture
- BTL Advertising - Cámara Argentina de Comercio
- Commercial Management - Cámara Argentina de Comercio
- Sales techniques - Cámara Argentina de Comercio
- Negotiation - Cámara Argentina de Comercio
- Technology and Entrepreneurs - Microsoft
- Ceremonial and Protocol- Centro Cultural UCA