

# Ignacio Tornero

1835 José Manuel Cousiño  
Santiago  
Chile

+56 9 4 4456010  
[itornero@carey.cl](mailto:itornero@carey.cl)  
[linkedin.com/in/ignacio-tornero-b7ba7419/](https://www.linkedin.com/in/ignacio-tornero-b7ba7419/)

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Lawyer, consultant and business developer, with both legal and international business administration education, trilingual, and specializing in China and Latin America. With a Bachelor of Laws (LLB) from Pontificia Universidad Católica de Chile and an international MBA from The University of British Columbia taught in Shanghai; native in Spanish, fluent in English and advanced communication in Mandarin (HSK5); focusing on corporate and commercial law, mergers & acquisitions, corporate restructuring, foreign investment and, in particular, in the general assistance to Chinese investors in Chile, and to Latin American companies in their businesses in China, with more than six years of experience in a leading Chilean law firm and three in an international high-tech company, and responsible for developing both firms' presence in China.

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## EDUCATION (degree)

**International Master of Business Administration, MBA** **2017-2018**  
SAUDER SCHOOL OF BUSINESS, UNIVERSITY OF BRITISH COLUMBIA, Shanghai, China

- GPA 87% (A)

**Bachelor of Laws, LLB** **2006-2011**  
PONTIFICIA UNIVERSIDAD CATÓLICA DE CHILE, Santiago, Chile

- GPA 6.1/7.0 (A). University ranking: 13%
- Thesis award granted by Chilean Banks Association and Financial Institutions (2011)

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## EDUCATION (non-degree)

**Chinese Language Intensive Program (1 academic term)** **2013**  
BEIJING LANGUAGE AND CULTURE UNIVERSITY, Beijing, China

- Scholarship by Hanban as winner of 10<sup>th</sup> "Chinese Bridge" Chinese language competition in Chile and honorable mention in international stage in China

**Chinese Language Intensive Program (3 academic terms)** **2009- 2010**  
NANJING UNIVERSITY, Nanjing, China

- Scholarship by Pontificia Universidad Católica de Chile

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## CAREER HIGHLIGHTS

**Senior Associate** **2012 - current**  
CAREY, Santiago, Chile; Beijing-Shanghai, China

- Created China Practice, opened and headed China office in Shanghai until 2018
- Currently oversee China practice from Santiago office
- Coordinated advisory of Chinese law firm and recommended strategy to enter Chinese market to Executive Committee; led strategy implementation
- Designed new plans for expansion and sources of revenue
- Aligned more than 10+ practice areas to assist Chinese clients in Chile; encouraged cross-selling
- Developed firm's relationships with 25+ PRC and international law firms; 20+ Chinese SOEs and POEs; 10+ trade and investment organizations
- Coordinated and advised 10+ Chinese and big-size Asian companies in different industries i.e. energy, mining, trade, agribusiness, F&B, antitrust
- Assisted in China to 5+ Chilean companies doing business in several industries i.e. high-tech, agribusiness, manufacturing, trade
- Counseled include Hema Technologies, Tsinghua University, China Three Gorges, Jiangsu Yanghe, Marubeni, China National Buildings Material, Teck, Latin America Power, Crystal Lagoons
- Mentored 1 senior associate and 2 junior attorneys in China Practice

- Reported to Managing Partner in Chile

**Regional Director China (external advisor)**  
CRYSTAL LAGOONS, Beijing-Shanghai, China

**2015 - 2018**

- Led company's expansion into China
- Built IP protection and commercial strategy, including trademark registration, patent prosecution, licensing, revenue model, branding, for a company valued by BCG at US\$1.8 billion after 1 year of operation
- Performed market research of 10+ companies to find most suitable potential partners and areas of entry
- Reported to legal and R&D directors in Chile and Miami

**Foreign Associate**  
DACHENG DENTONS, Shanghai, China

**2014**

- Conducted work focused on cross-border transactions between China and Latin America

**Foreign Intern (part-time)**  
GRANDALL LAW FIRM, Beijing, China

**2013**

- Conducted work focused on cross-border transactions between China and Latin America

**Translation Intern (part-time)**  
APPRISE SOFTWARE INC., Nanjing, China

**2010**

- Developed Spanish version of ERP software, and directed team of 3 translators

**Law Clerk (part-time)**  
CLARO & CIA., Santiago, Chile

**2008-2009**

- Performed general corporate work for 10+ lawyers

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## ACADEMIC POSITIONS

**Affiliate Researcher** **2019-current**  
CENTER FOR INTERNATIONAL STUDIES (CEIUC) PONTIFICIA UNIVERSIDAD CATÓLICA DE CHILE, Santiago, Chile

- Performed research focused on economic relations between China and Latin America

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## ACTIVITIES

Speaker in 5+ international conferences regarding trade and investment between China and Latam

Author, co-author and contributor of 10+ publications regarding trade and investment between China and Latam

**China-Files**, authored 5+ articles regarding China

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## COMMUNITY INVOLVEMENT

Collaborated in **volunteer work** in 3 Chilean community-work organizations in 5+ regions for 4 years

Participated in **Chilean Army voluntary service program** for 1 year; group winner of "leadership reaction" contest

Elected as member of **High School Alumni Council**

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## INTERESTS

Road cycling, soccer, ski, travelling, reading, music, F&B