

## MARIANO MOBILIA

**PROFESSIONAL PROFILE** Aeronautical engineer with over 20 years of experience in the fields of operations, maintenance, cargo operations, and airport planning. Proven understanding in the leadership of interdisciplinary work teams and vast experience working alongside government regulatory agencies throughout Latin America during the airport privatization process. Evaluation of investment projects, development of airport infrastructure, consulting, cost analysis, and definition of policy on airport fees and cargo fees.

**EDUCATION** **INSTITUTO UNIVERSITARIO AERONAUTICO IUA – CÓRDOBA, ARGENTINA**  
*1995-1998* Aeronautical Mechanical Engineer, specializing in aero-dynamical and structural design.

**UNIVERSIDAD NACIONAL DE CUYO – MENDOZA, ARGENTINA**  
*1990-1993* Engineering Degree

**PROFESSIONAL EXPERIENCE** **CORPORACION AMERICA AIRPORTS**  
02/1999 - present day

**AEROPUERTOS ARGENTINA 2000 – BS.AS., ARGENTINA - COO**  
05/2016 - present day

Responsible for the coordination, planning, and auditing of operations, maintenance, safety and security, IT, and environmental procedures for the entire system of national privatized airports of Argentina.

**AEROPUERTOS ANDINOS DEL PERU / KUNTUR WASI – LIMA, PERU - COO**  
04/2015 - 04/2016

Responsible for operations, maintenance, security, operations safety, and infrastructure for the airports in Arequipa, Ayacucho, Puerto Maldonado, Tacna, Juliaca and the project for the new Chinchero International Airport (Cusco).

**INFRAMERICA S.A. – BRASILIA, BRASIL – DIRECTOR OF OPERATIONS**  
08/2012 - 01/2015

Responsible for operations, maintenance, security, operations safety, TWR operations, infrastructure, environmental procedures, cargo operations and customer service for the airports in Brasilia and Natal. Planning and start-up of operations of the expanded Brasilia International Airport (18.2MM PAX) for the World Cup.

**PUERTA DEL SUR S.A. – MONTEVIDEO, URUGUAY – GENERAL MANAGER**

06/2011 - 07/2012

Responsible for operations, maintenance, administration, infrastructure development, and commercial management for Carrasco International Airport.

**TERMINAL DE CARGAS URUGUAY, TCU S.A. – MONTEVIDEO, URUGUAY – GENERAL MANAGER**

01/2004 - 05/2011

Project leader from inception of planning process to start-up of operations of the new cargo terminal. Founding member of INALOG, National Institute of Logistics.

**AMERICAN COURIER GSA-GHA – BS.AS., ARGENTINA – MANAGER**

01/2003 - 12/2003

General sales and operations agent for LAPA Cargo.

**AEROPUERTOS ARGENTINA 2000 – BS.AS., ARGENTINA**

02/1999 - 12/2002

Consulting, investment project evaluation and analysis of the following projects:

- Project leader for the implementation of X-Ray screening of domestic cargo
- Project leader for private initiative for the privatization of airports in the province of Buenos Aires and development of a regional airline.
- Trade-Free Zone in General Pico, La Pampa.
- Tender documents for a Trade-Free Zone in Iguazú.
- Neuquen Airports privatization.
- Development of a Logistics Hub in Antarctica, Ushuaia Airport.

Training Program in Operations and Maintenance Department at Malpensa International Airport, Milano, Italy (5/1999 – 7/1999).

---

**COURSES /  
CONFERENCES**

- IATA – Training in Commercial and Operational Management of Airports.
- Inhouse Company Training Course - American Management Association (AMA)
- Workshop on Logistics of Perishable Goods – Exportar Foundation, led by Frankfurt Main and Miami Airport (11/1999)
- Mathematical Analysis of Airport Systems, Escuela Técnica Superior de Ingenieros Aeronáuticos – Universidad Politécnica de Madrid and Universidad Nacional de La Plata – Argentina (03/2003)
- Strategic Negotiation Course, Harvard Method. Escuela de Negocios Universidad de Montevideo, IEEM (09/2006)
- “Improving Civil Aviation Safety” Seminar; Aerospace Services Internacional Inc. DINACIA (Dirección Nacional de Aviación Civil) (10/2006)

---

**SKILLS**

Native Spanish speaker, fluent in English and Portuguese.