

# **+ 7.000.000 y que no te toquen**

*PMI Madrid Spain Chapter*



**Ricardo Ramón**

*RicardoRamon76@hotmail.com*

# Presentación

---



## Ricardo Ramón Arranz

- **IE Business School.** Dirección y estrategia de Proyectos..
- **Dirección Informática,** por el IDE-CESEM.
- PMP, por el PMI.
- CISA por ISACA
- Ingeniería informática.
- Miembro de ToastMaster PMI-Madrid

- Consultor Senior en sector TIC,
- Gestión de Proyectos en ámbito internacional (Latam)
- Gestión de Proyectos tanto en pequeñas como en grandes compañías.
- Perfil profesional en linkedin: <http://www.linkedin.com/in/ricardoramon76>.

# Agenda

---

- 1. Introduction: Scenarios**
- 2. Experience**
  - 2. Jobs Structure Market Offer**
  - 3. Digital Profile Development**
  - 4. Networking**
  - 5. About Interviews**
  - 6. ....**
- 3. Summary**

# 1 Introduction: Business Case

---

**+7.000.000 jobs**  
**2.020**



Executive Summary

## The Future of Jobs

Employment, Skills and  
Workforce Strategy for the  
Fourth Industrial Revolution

January 2016

# 1 Introduction: Business Case

---

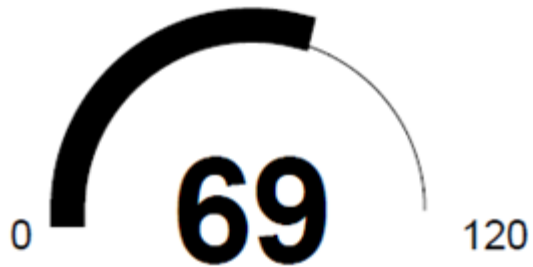
**50.000**

**Banca + Telcos + ...**

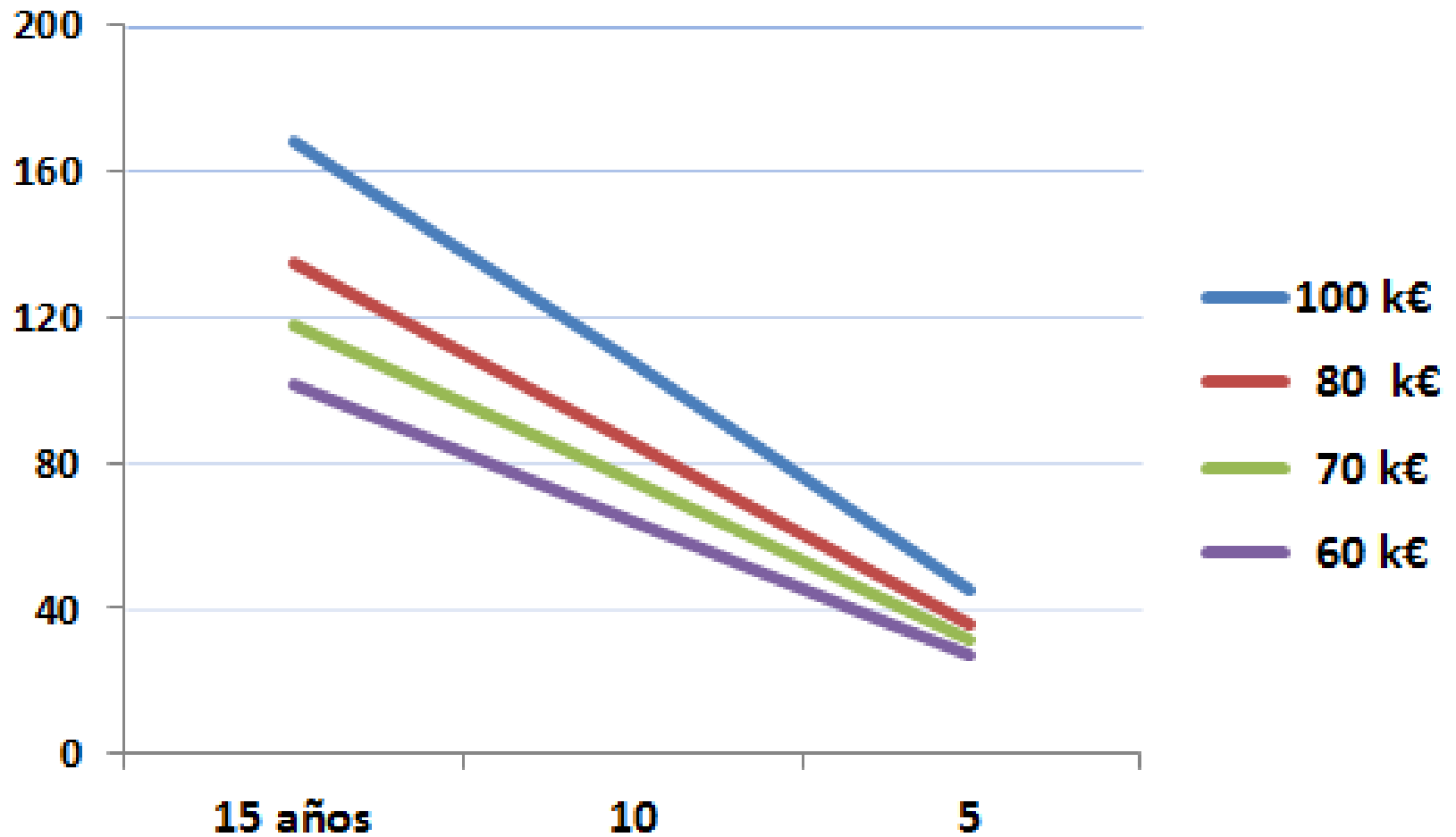
# 1 Introduction: Business Case

---

*Your score*



# 1 Introduction: Business Case



# 1 Introduction: Business Case

---

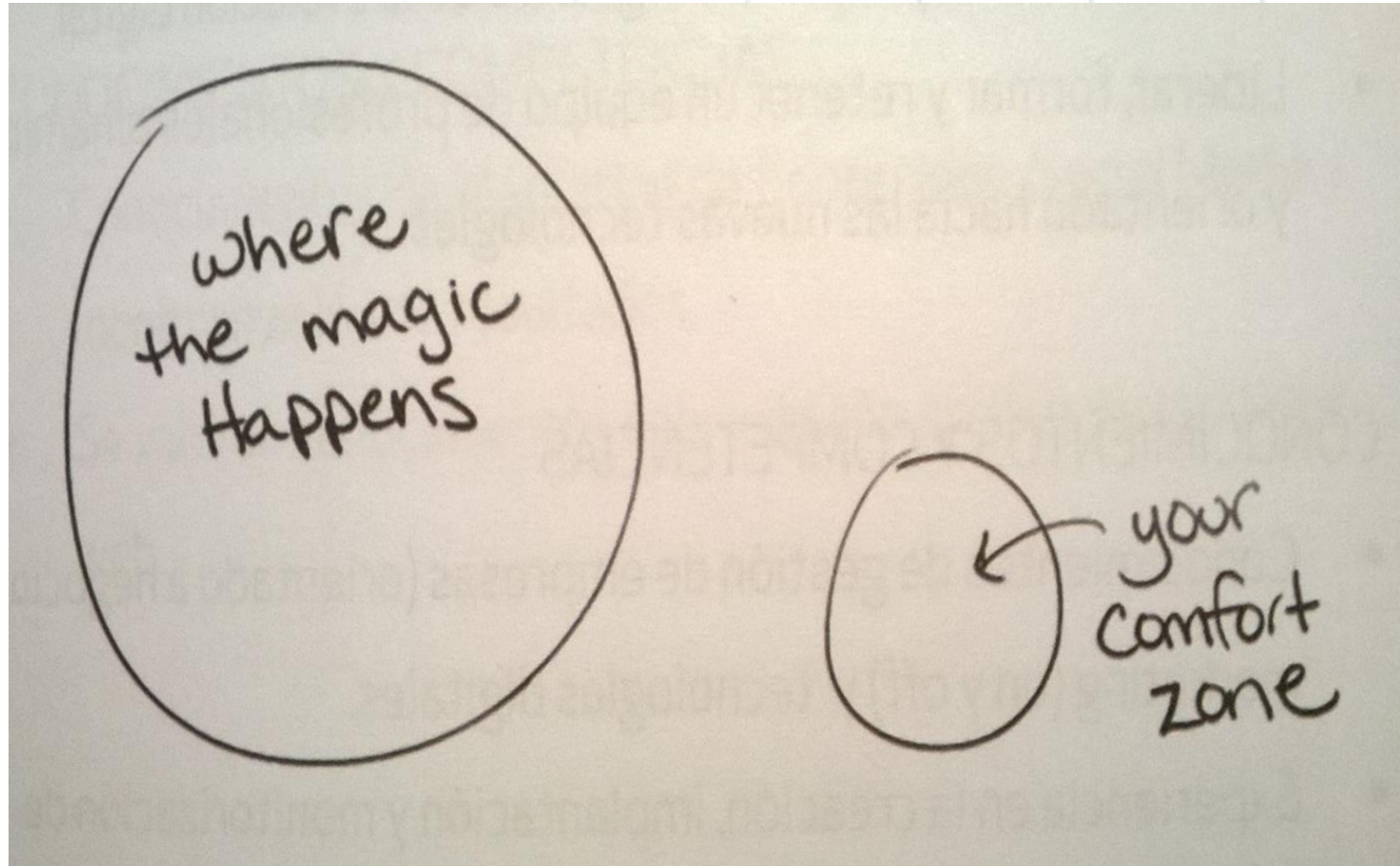
'El trabajo fijo y seguro  
es un concepto del siglo XIX'

AGENCIAS | REDACCIÓN 17/05/2016



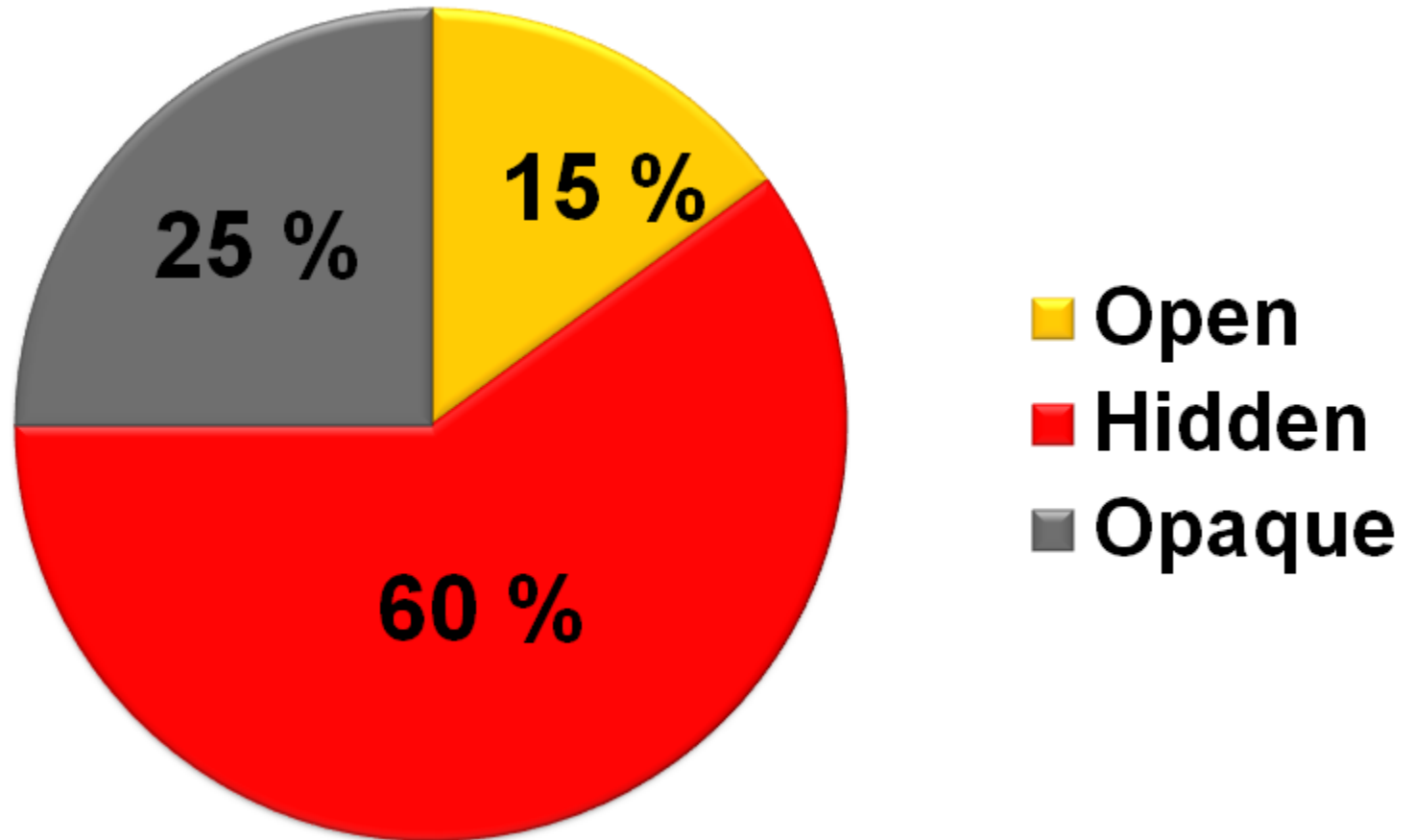
# 1 Introduction: Project Chart

---

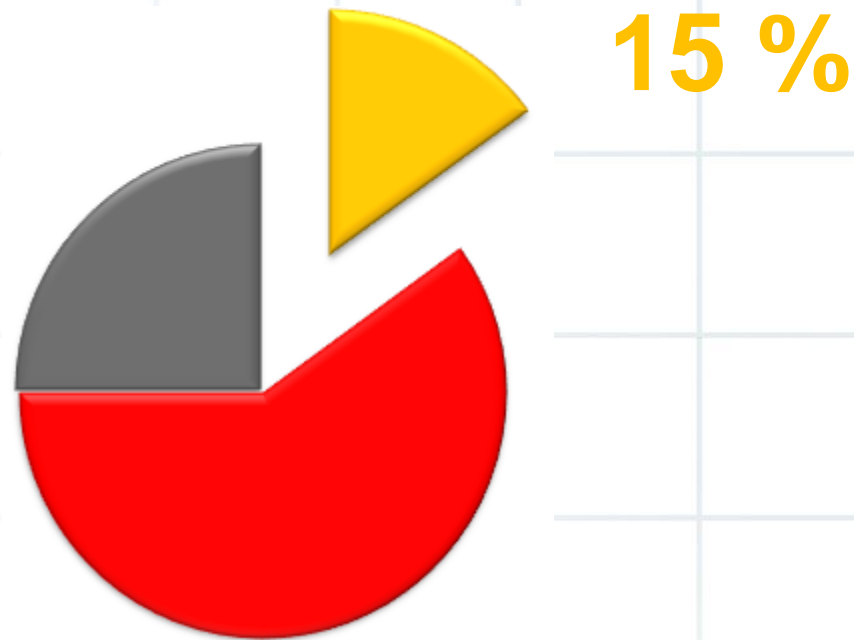


## 2.2 Jobs Offer Market Structure

## 2.2 Jobs Offer Market Structure

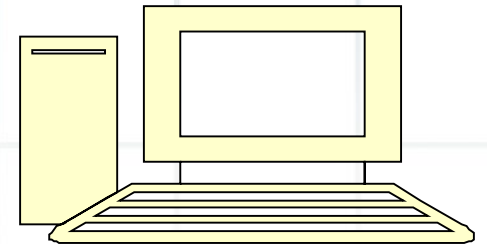


## 2.2 Jobs Offer Market Structure

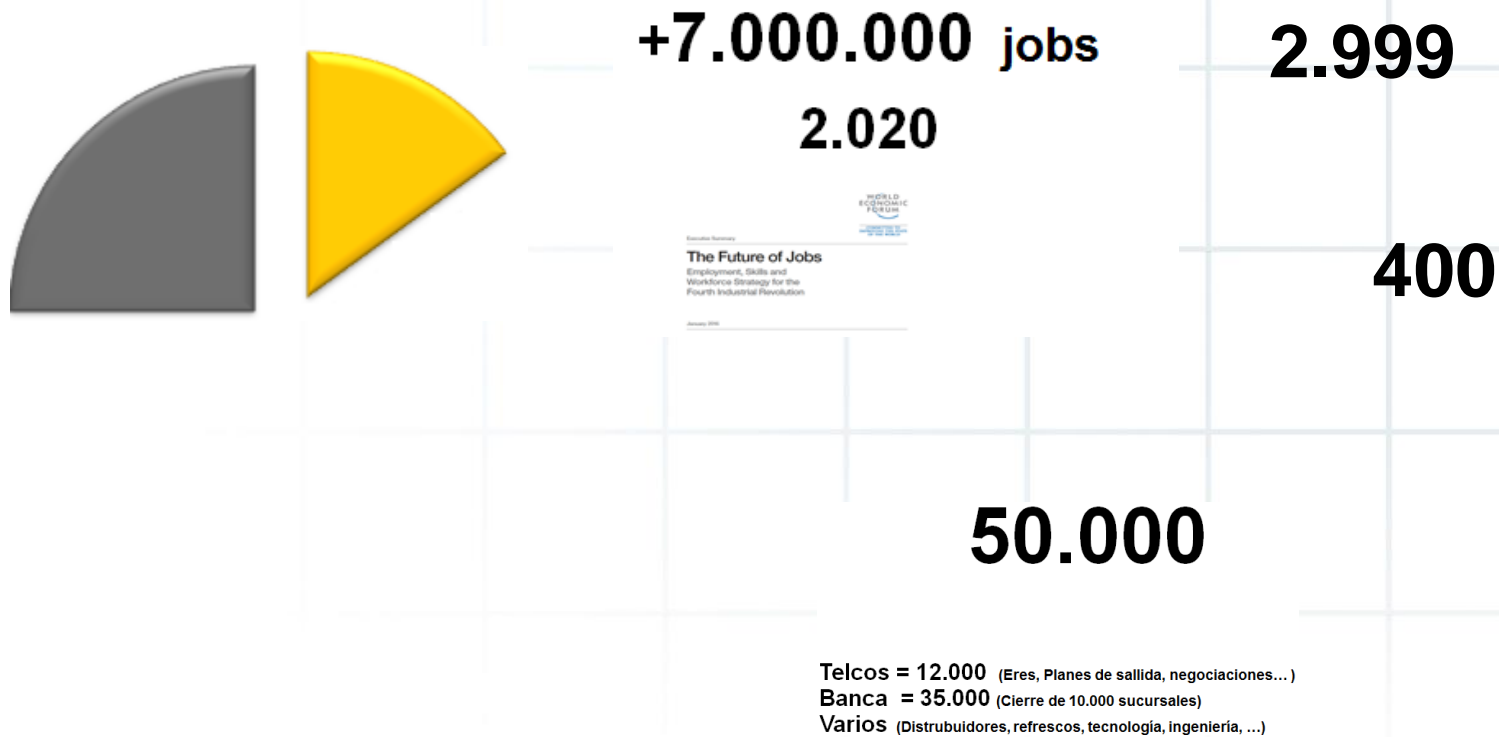


## 2.2 Jobs Offer Market Structure

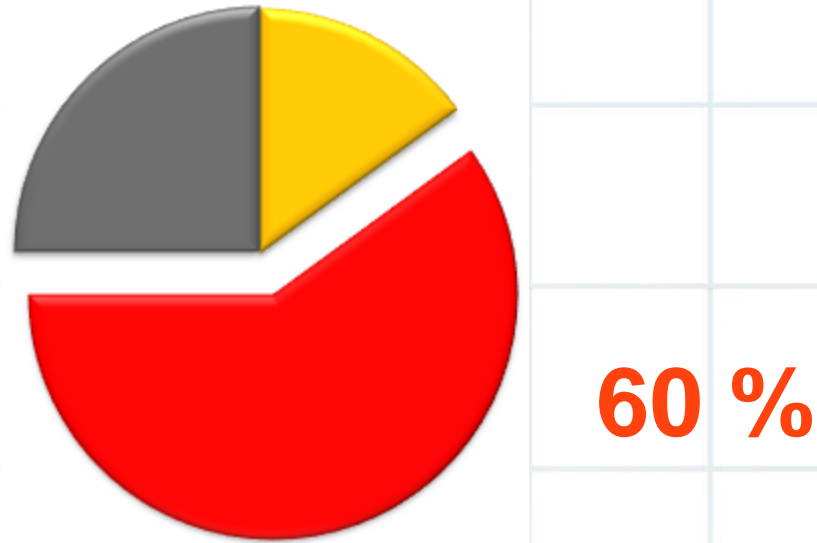
25 %



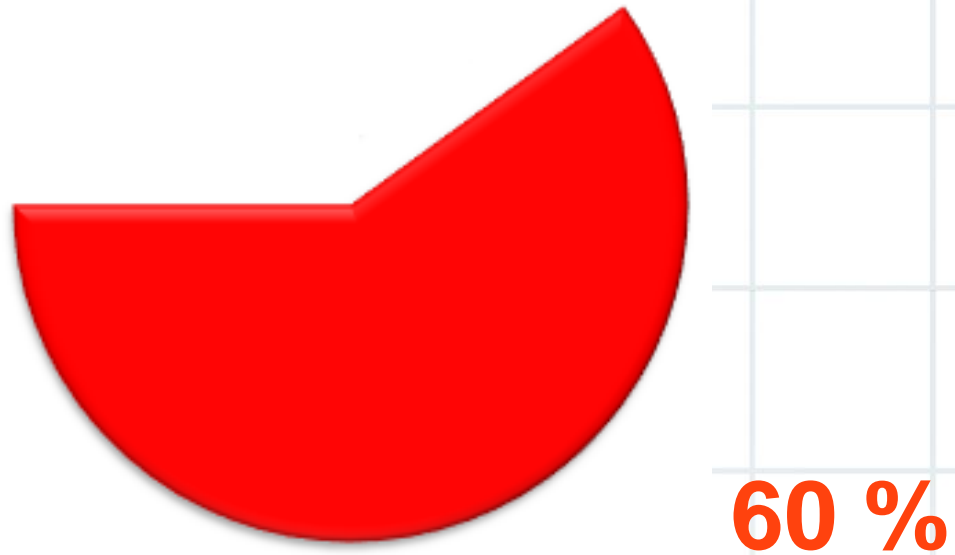
## 2.2 Jobs Offer Market Structure



## 2.2 Jobs Offer Market Structure

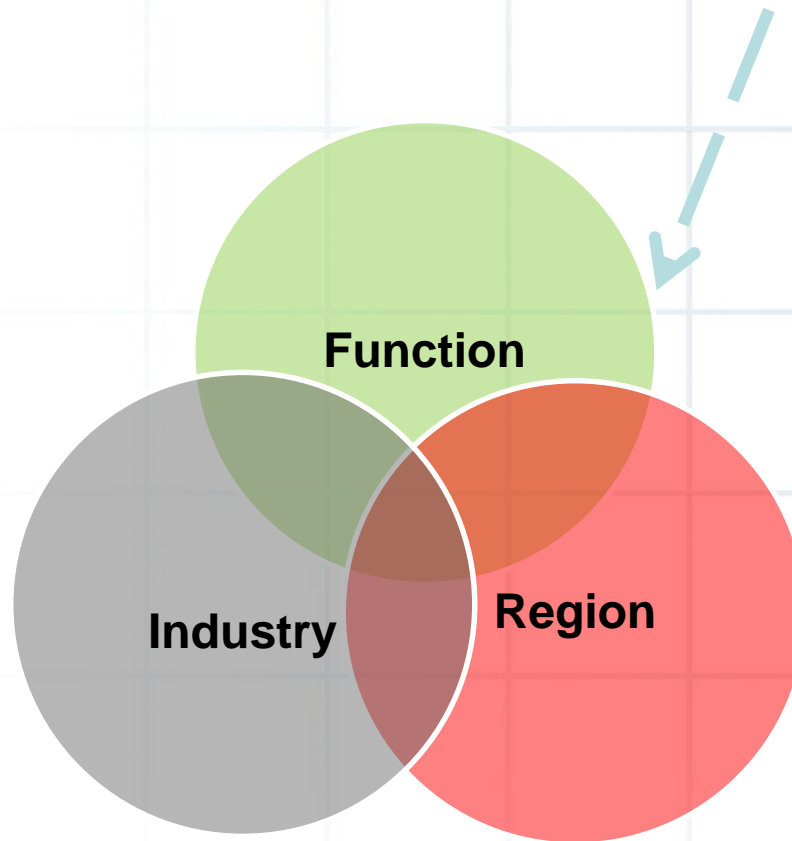


## 2.2 Jobs Offer Market Structure

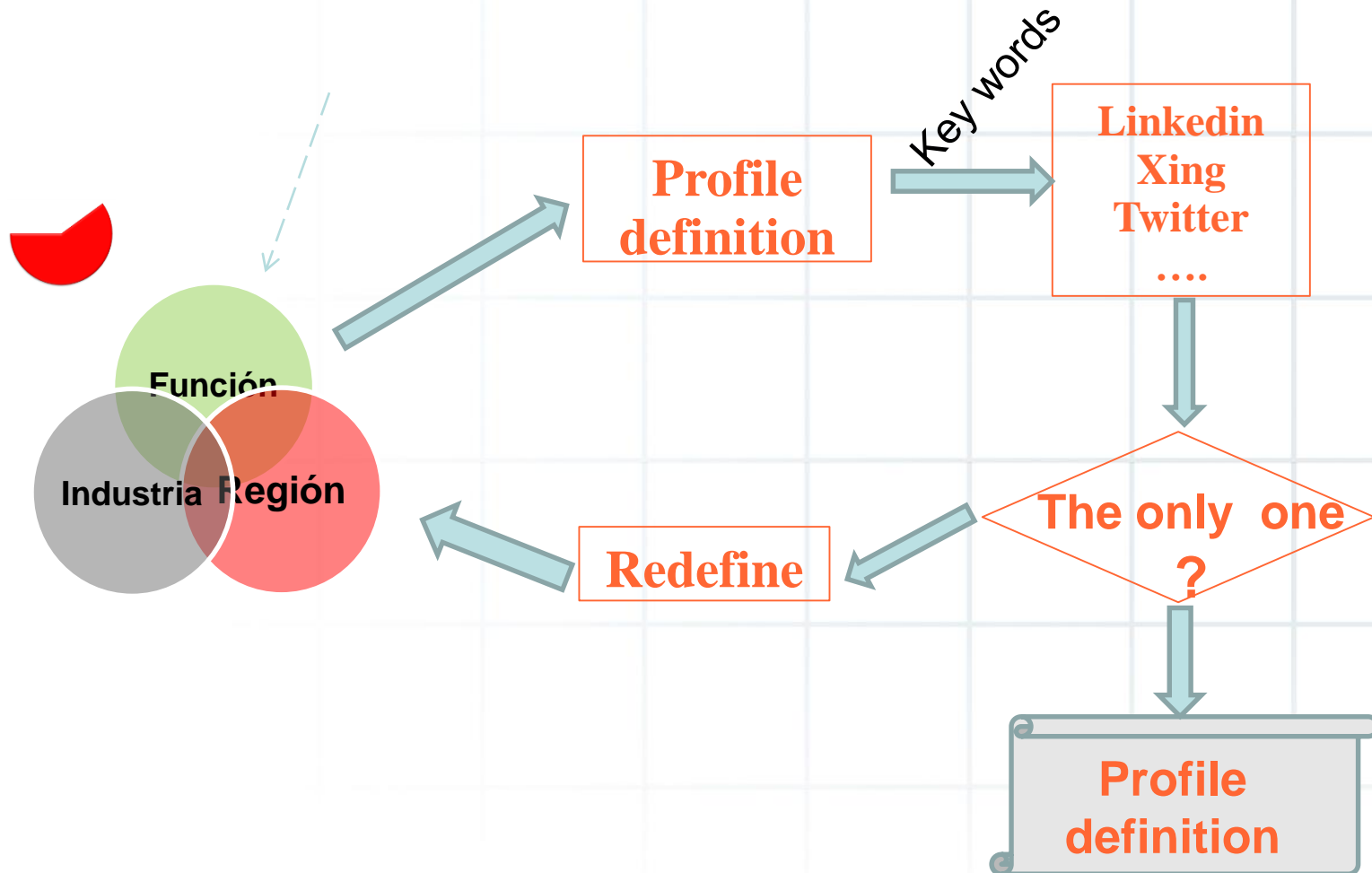




## 2.3 Digital Profile Development



## 2.3 Digital Profile Development



## 2.3 Digital Profile Development



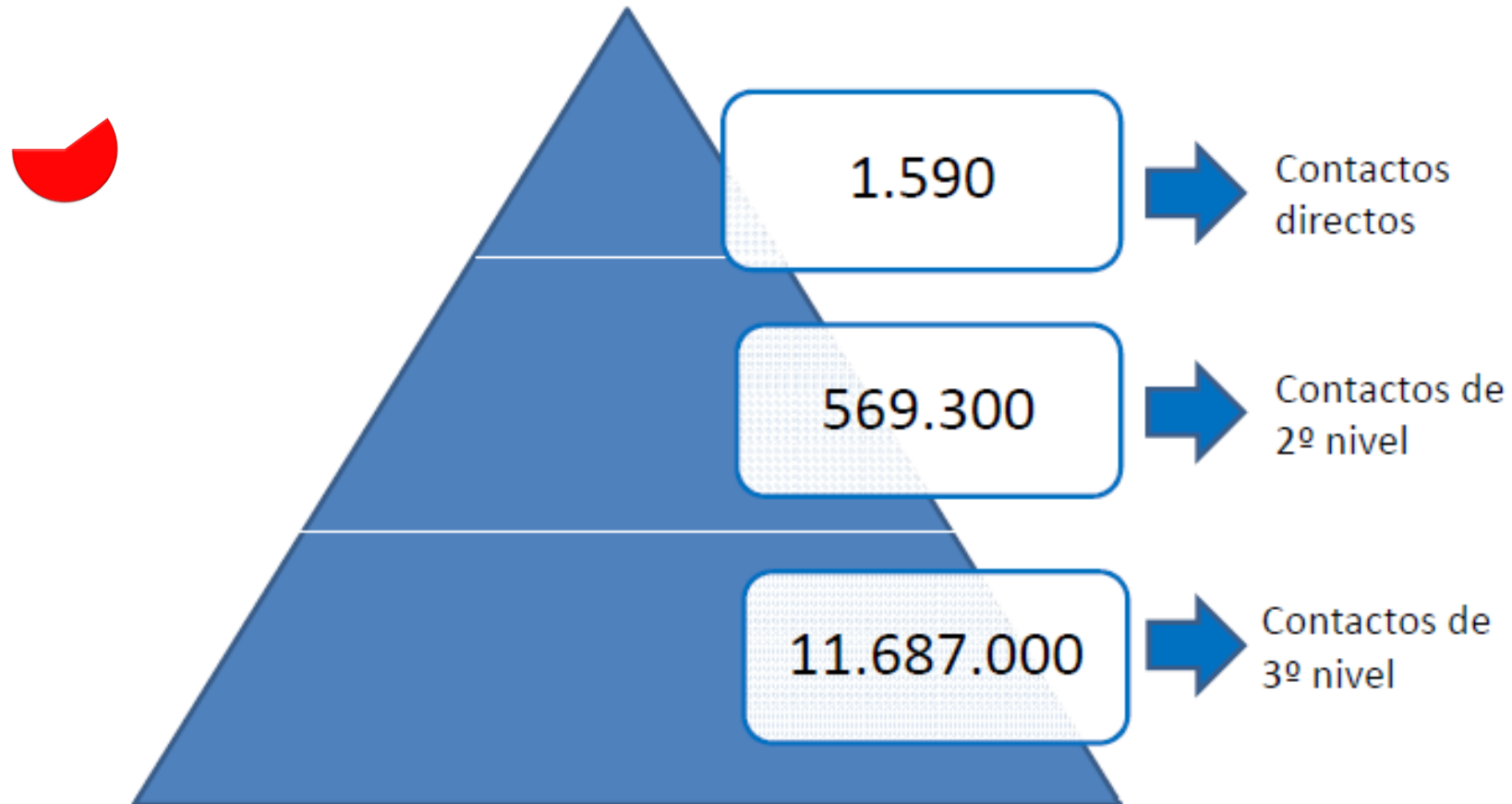
**Relevant contacts**

**Target and audience  
Companies**

## 2.3 Digital Profile Development



## 2.3 Digital Profile Development



## 2.3 Digital Profile Development



TU RED EN LINKEDIN

**539** **contactos** te unen a 4.133.183+ profesionales

Sin  
Superconectores



TU RED EN LINKEDIN


**586** **contactos** te unen a más de 11.174.292 profesionales


Con  
Superconectores



## 2.3 Digital Profile Development

### Superconectores del sector





[Todo](#)
[Imágenes](#)
[Vídeos](#)
[Noticias](#)
[Shopping](#)
[Maps](#)
[Libros](#)

Aproximadamente 1.240 resultados

**Cualquier país**

País: España

[Cecilia Pérez | LinkedIn](#)

<https://es.linkedin.com/in/ceciliaperez> ▾

Madrid y alrededores, España - Director of Consulting Services - Plexus S.L.

Project Director of interoperability between different systems, technologies and ... Through various brands, Ticnova has a presence in Spain of **more than 500** ...

**Cualquier idioma**

Páginas en español

[Oskar Nilsson | LinkedIn](#)

<https://se.linkedin.com/in/oskar-nilsson-896032b6> ▾

Stockholm, Sverige - Senior Business Advisor - Modahlen Group AB

Saving result has improved by **more than 500%** on a spend of aprox 5000 MEuro as well as substantially ... **Project Director**, Research and Truck Development.

**Cualquier fecha**

Última hora

Últimas 24 horas

Última semana

Último mes

Último año

[Philippe MARSOT | LinkedIn](#)

<https://ch.linkedin.com/in/philippe-marsot-1081a> ▾

Genf und Umgebung, Schweiz - Enterprise Architect, MSc & Executive MBA - ICT Advisor Sàrl

Developing ICT solutions fitting business needs and strategy. Providing ICT Decision ...

Geographical scope: Global companies (usually **more than 500** sites) ... **Project Director** for a Global Telecommunications service provider. Managing ...

**Todos los resultados**

Verbatim

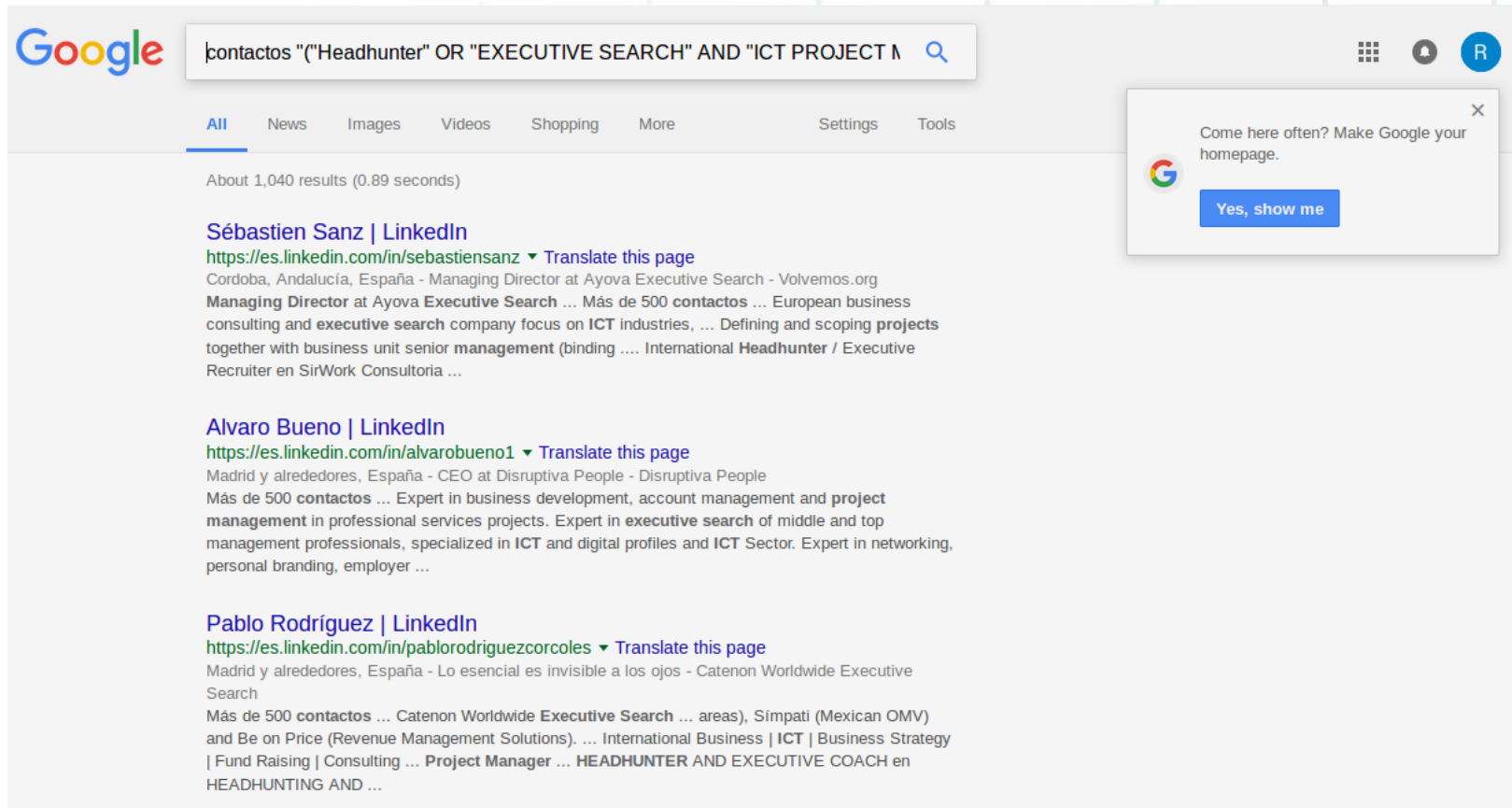
[Project Director | LinkedIn](#)

<https://io.linkedin.com/topic/project-director>

View 3100 Project Director posts, presentations, experts, and more. ... should be proficient in execution of large projects with value of **more than 500 M USD**.

## 2.3 Digital Profile Development

### Superconectores de nicho



Google

contactos "Headhunter" OR "EXECUTIVE SEARCH" AND "ICT PROJECT M"

All News Images Videos Shopping More Settings Tools

About 1,040 results (0.89 seconds)

**Sébastien Sanz | LinkedIn**  
<https://es.linkedin.com/in/sebastiensanz> ▾ Translate this page  
 Córdoba, Andalucía, España - Managing Director at Ayova Executive Search - Volvemos.org  
**Managing Director at Ayova Executive Search** ... Más de 500 contactos ... European business consulting and executive search company focus on ICT industries, ... Defining and scoping projects together with business unit senior management (binding .... International Headhunter / Executive Recruiter en SirWork Consultoria ...

**Alvaro Bueno | LinkedIn**  
<https://es.linkedin.com/in/alvarobueno1> ▾ Translate this page  
 Madrid y alrededores, España - CEO at Disruptiva People - Disruptiva People  
 Más de 500 contactos ... Expert in business development, account management and project management in professional services projects. Expert in executive search of middle and top management professionals, specialized in ICT and digital profiles and ICT Sector. Expert in networking, personal branding, employer ...

**Pablo Rodríguez | LinkedIn**  
<https://es.linkedin.com/in/pablorodriguezcorcoles> ▾ Translate this page  
 Madrid y alrededores, España - Lo esencial es invisible a los ojos - Catenon Worldwide Executive Search  
 Más de 500 contactos ... Catenon Worldwide Executive Search ... areas), Simpati (Mexican OMV) and Be on Price (Revenue Management Solutions). ... International Business | ICT | Business Strategy | Fund Raising | Consulting ... Project Manager ... HEADHUNTER AND EXECUTIVE COACH en HEADHUNTING AND ...

Come here often? Make Google your homepage.  
 Yes, show me



## 2.3 Digital Profile Development



## 2.3 Digital Profile Development



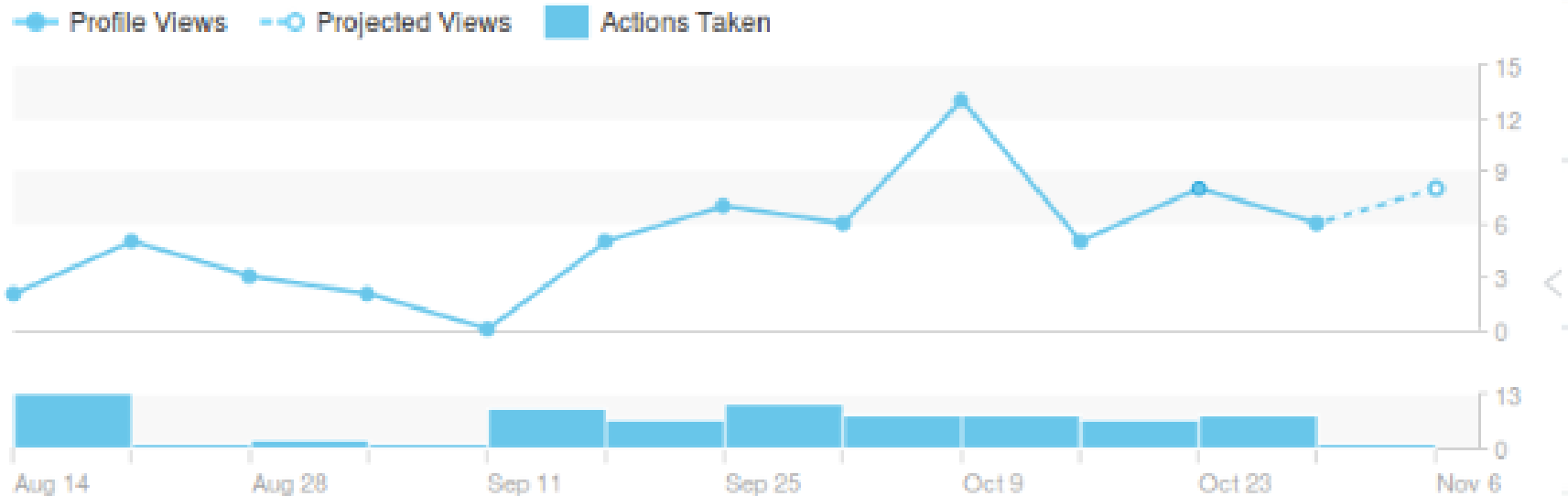
## 2.3 Digital Profile Development

### Kpi: Visibility

	Work Excellence		Comunication
<b>Profile A)</b>	0,9	x	0,5
VS			
<b>Profile B)</b>	0,6	x	0,8

## 2.3 Digital Profile Development

### Visibility



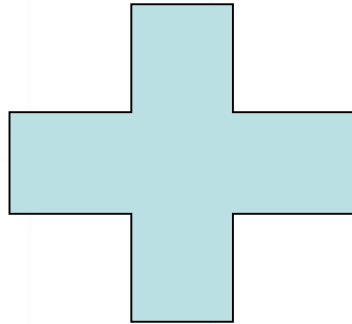
## 2.3 Digital Profile Development

# Intencionadamente en blanco

## 2.4 Networking



## 2.4 Networking





## 2.4 Networking



Las  
oportunidades  
no se van,  
las aprovechan  
OTROS.



## 2.4 Networking



## 2.4 Networking



## 2.4 Networking



## 2.4 Networking



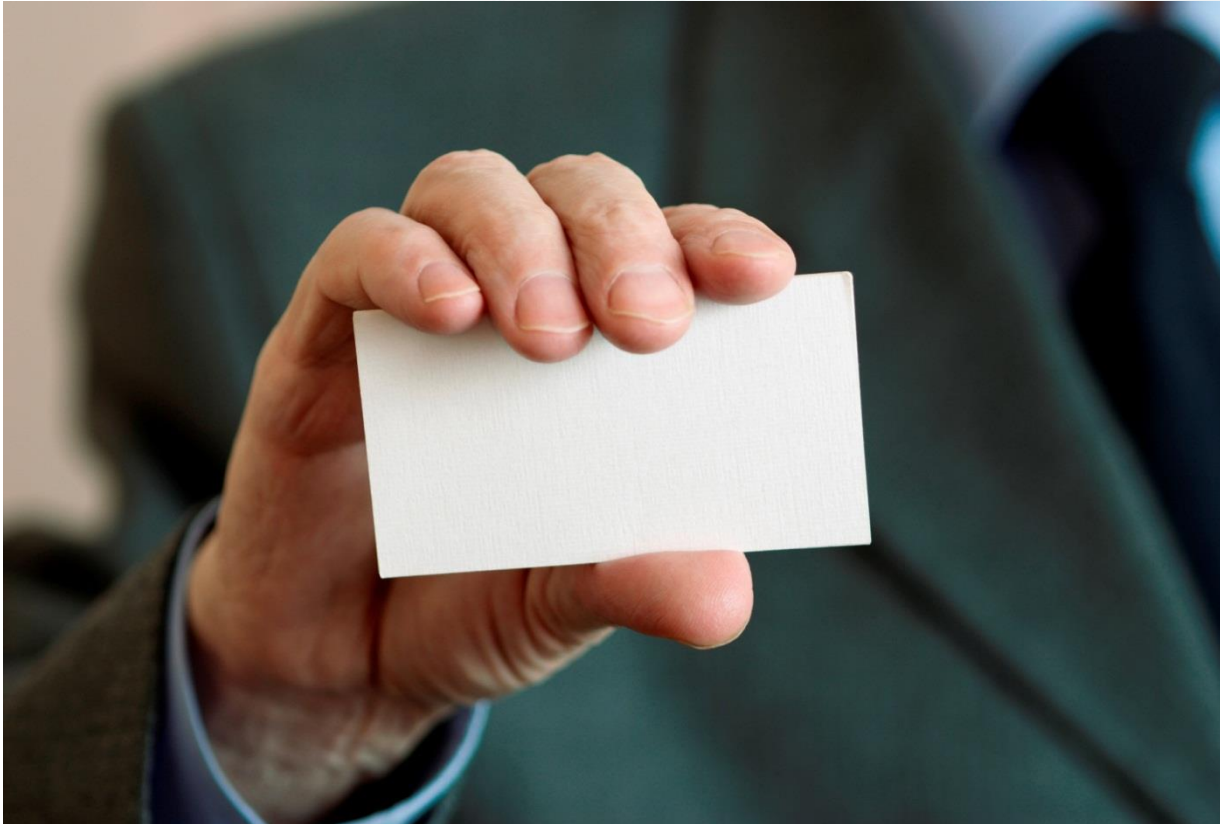
## 2.4 Networking



## 2.4 Networking



## 2.4 Networking



## 2.5 Interviews





## 2.5 Interviews

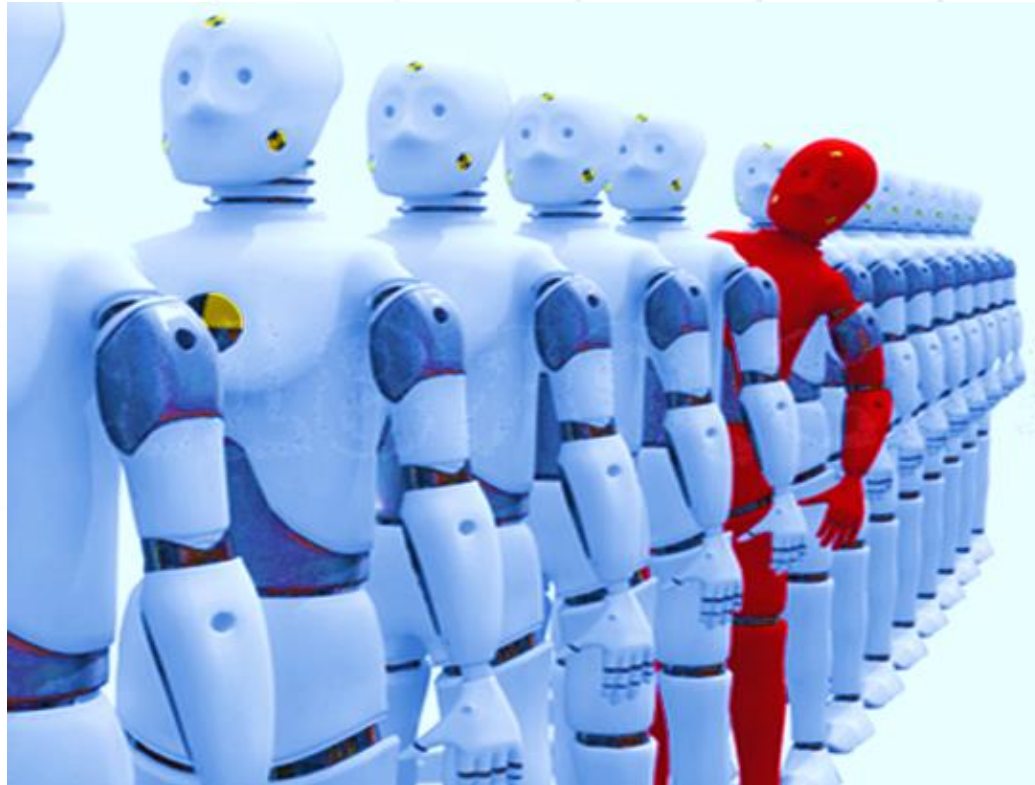


## 2.5 Interviews



## Summary

# Stand Out



# Summary

**+7.000.000 jobs**



**2.020**

