

PEDRO CHAVELAS HERRERA

SENIOR MANAGEMENT PROFESSIONAL

CONTACT

+52 55 6785 7863

pedro.chavelas@segurosporti.com

CDMX, México

EDUCATION

IPADE MBA

Class of 1998

ITESM INDUSTRIAL ENGINEER

Class of 1995

SKILLS

- Senior Leadership
- P&L Management
- Strategy and Direction
- Sales Force & Multinational Project Management

WORK EXPERIENCE

SEGUROS POR TI

CEO, 2019-Present

Independent Insurance Broker.

METLIFE MEXICO

Individual Life Vice President, 2015-19

Commercial Assistant Vice President, 2008-14

Strategic Initiatives Director, 2005-2008

Responsible of one of the largest P&L of the Mexican insurance industry.

Continuous sales and portfolio growth in a LoB that is dominant in its segment.

Manage relationships with key stakeholders; maintaining 1,000+ government agreements.

Develop and strengthen the national distribution structure with more than 200 points of contact and a sales force of around 4,000 agents.

AFORE METLIFE

Commercial Assistant Vice President 2014-15

Responsible of consolidating a LoB focused in high balance segments.

Coordination of the different key roles as finance, actuary, marketing, HR, IT, operations, compliance, corporate relations, etc.

Manage a 3,000+ advisors captive agency.

AIG MEXICO

Operations Director, 2001-05

Issuing, collections, service and claims areas responsible.

Operations management and infrastructure development.

Initiative planning, execution, continuous process improvement and reengineering.