

## Contact

[www.linkedin.com/in/maxeche](http://www.linkedin.com/in/maxeche)  
(LinkedIn)  
[eskuad.com/](http://eskuad.com/) (Company)

## Top Skills

Gestión de proyectos  
Planificación estratégica  
Project Management

## Languages

Inglés (Full Professional)

## Certifications

Guy Kawasaki on Entrepreneurship  
Foundations of Project Management  
Sales Academy Certificate of Completion  
Sales Academy Certificate of Sales Mastery  
Project Initiation: Starting a Successful Project

## Honors-Awards

Líderes del Sur  
Speaker at fiiS (Festival Internacional de Innovación Social)  
Speaker at Atlanta Conference on Science and Innovation Policy  
Microsoft's Bizspark Program  
Beca Patricio Miño

# Max Echeverria

Founder & CEO of Eskuad / Techstars '21 / GFS Founder's Academy '22/ SUP Chile Ignite 1's "Most Innovative Solution" award  
Concepcion

## Summary

We are bringing technology to the next frontier in field worker productivity.

Eskuad is a data platform that helps field workers go from pen and paper to automated processes, regardless of internet service strength. Eskuad empowers managers in Natural Resources companies to save time and resources.

Tech Geek and entrepreneur. With a background in Industrial Engineering and M. Sc. in Industrial Engineering.  
Former basketball player, former bass player, and live music fan!

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## Experience

Eskuad [Techstars '21]  
Founder & CEO  
February 2019 - Present (3 years 4 months)  
Concepción, Bio-Bio, Chile

We let Natural Resources Companies -forestry, marine, agriculture- have better visibility into their operations by providing tools to enable easy data collection by their field workers, even while disconnected.

I lead major corporate decisions, managing overall operations and resources, and leading funding, engineering & sales operations. Currently operating in Chile and the US

MongoDB for Startups  
Tampa Bay Wave Techdiversity  
GAN  
ProChile US  
The Venture City's Product-Led Growth  
Start-up Chile  
InterAction BlueTech 2021 Winners

Blue Institute Labs

Google

Entrepreneur at Google for Founders Academy

February 2022 - Present (4 months)

BLUE Incubator Program at BLUE Institute Labs

Entrepreneur

May 2021 - April 2022 (1 year)

Start-Up Chile

Entrepreneur

April 2021 - March 2022 (1 year)

Concepción Province, Bio-Bio, Chile

Eskudad is part of Ignite 1.

Start-Up Chile is the best accelerator in Chile and LATAM. They gave us a \$35K grant (equity free) to accelerate our growth, alongside mentors, access to their corporate network and their professional team that helped us hiring people, working on our market fit in Chile, and so on.

Eskudad was selected to be part of the top 16 companies to participate in Start-Up Chile's Demo Day.

Eskudad won the "Most Innovative Solution" award at Start-Up Chile's Demo Day.

Techstars

Entrepreneur

September 2021 - December 2021 (4 months)

Portland, Maine Metropolitan Area

ACTION Innovation Network

Entrepreneur

February 2021 - March 2021 (2 months)

Massachusetts, United States

Tampa Bay Wave

Entrepreneur

June 2020 - September 2020 (4 months)

Tampa, Florida, United States

TechDiversity Cohort 2020

GAN

## Entrepreneur

June 2020 - September 2020 (4 months)

Tampa, Florida, United States

## Universidad de Concepción

Founder & Former CEO at Gearbox

September 2015 - January 2020 (4 years 5 months)

Concepción, Bio-Bio, Chile

Accelerating idea-stage startups, training students & faculties, and developing an entrepreneurial and innovation ecosystem from the School of Engineering at Universidad de Concepción with the collaboration of local and international partners.

I Analyzed, Designed and Built Gearbox from the scratch, up to being the most impacting acceleration program at college level all across the chilean ecosystem.

In order to do that I needed to hire collaborators, build relationships with other organizations, such as FIA, Minka, Startup Chile, Corfo, Regional Governments, Georgia Tech's EI2, among others.

Design and execute a strategy that impacts the University and the city at organizational, educational and acceleration, in order to create a culture.

### Awards:

Felipe Álvarez, Universidad de Chile

Corfo

### Major Events:

Biobio Re-evolucionaria, in collaboration with GaTech's EI2

Gearbox's yearly events, in collaboration with Innova Rock

Gearbox's Idea's Lab, every semester in collaboration with Startup Chile

Newspace, in collaboration with Corfo, GaTech EI2, NASA's JPL, Skoltech,

Technical Experts Council CZ|SK, IBM, AIRBUS, Space Catapult, Kongsberg

Satellite Services, Space Job Fair, Satellogic, Entel Ocean and other global organizations.

## Mobki Soluciones Tecnológicas Limitada

Co-Founder & Former CEO

March 2014 - January 2019 (4 years 11 months)

Concepción, Chile

Lead a company compromised in providing services based on technology, developed through innovation processes in order to develop long term advantages for our clients.

Some of our clients are Forestal Arauco, Oxiquim, Sergio Escobar y Cía., GTD Manquehue, BancoEstado Contacto 24 Horas, Allservi, Energysur.

Our Solutions: [www.eskuad.com](http://www.eskuad.com) and [www.openfn.org](http://www.openfn.org)

Mobki is one of the founding members at Nodo E-Services Bío Bío, Chile  
Mobki is startup company supported by the Microsoft's Bizspark Program.

### Twable

Co-founder & Former CEO

September 2012 - July 2014 (1 year 11 months)

3rd Place at RASU Starter's Demo Day 2014.

Participation at Start-up Chile's Demo Day 2014

### America Travel

Coordinator

November 2009 - January 2014 (4 years 3 months)

Concepción, Chile

Coordinate and manage travel activities for High School students.

### Universidad de Concepcion

Consultant

May 2012 - December 2013 (1 year 8 months)

Develop an innovation project for Energysur, incorporating innovation capacities to the enterprise inside an innovation project leaded by University of Concepción in collaboration with University of Biobío and CORFO.

### BHP Billiton

Internship at External Affairs. Minera Escondida Limitada

February 2012 - March 2012 (2 months)

Antofagasta, Chile.

Coordinate activities and review the information for the elaboration of Minera Escondida Sustainability Report and BHP Billiton Annual Report. Coordinate and support an audit process and visits to the operations.

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## Education

Universidad de Concepción

Master of Science - MS, Industrial Engineering · (2012 - 2015)

Stanford Center for Professional Development

Introduction to Innovation and Entrepreneurship, Innovation · (2019 - 2019)

Universidad de Concepción

Industrial Engineer, Industrial Engineering · (2009 - 2014)

Universidad de Concepción

Early Stage Companies Valuation Diploma, Business · (2012 - 2012)

Pontificia Universidad Católica de Chile

Bachillerato en Ciencias, Teología, Historia Contemporánea · (2007 - 2008)