

Name : Delzo Lazo, Yahir Martín  
Mobile : +(51)9711-90047  
E-mail : yahir.delzo@gmail.com  
Nationality : Peruvian



## Resume

More than 17 years of experience in Research, Development and Innovation Management; current Innovation & Transformation Manager at Mertz Peru, former executive director of the R&D&i Network, also in institutions like National Fund for Scientific, Technological Development and Technological Innovation (FONDECYT), Cayetano Heredia Peruvian University (UPCH), National Agrarian University La Molina (UNALM). Innovation Project Executive at the National Innovation Program for Competitiveness and Productivity (INNOVATE PERU), which has monitored more than 125 innovation projects in different important companies in Peru, various related to innovations and technology with positive impact to climate change.

He has participated in various national and international consultancies on issues related to innovation management, clustering, technology transfer, intellectual property and others related.

### WORK EXPERIENCE

**Mertz Perú S.A.C.** Mar 2020– To date

*Innovation & Transformation Manager*

Responsible for innovation management, associated with strategic solutions for clients, like companies and institutions.

**Research, Development and Innovation Network – R&D&i Network** May 2017– Mar 2020

*Executive Director*

*Before, Project Manager (May 2017 –April 2018)*

Link with the business and government sector to meet their demands, through the offer of technological services of R+D+i of their members: National University of San Marcos (UNMSM), National University of Engineering (UNI), National Agrarian University La Molina (UNALM), Pontifical Catholic University of Peru (PUCP), Peruvian University Cayetano Heredia (UPCH), National University of San Antonio Abad del Cusco (UNSAAC) and National University of San Agustín de Arequipa (UNSA).

- Achievements: Establishment and creation of the "matchmaking university company" and its implementation for three consecutive years, co-financed by the Ministry of Production. Meetings with companies to offer the technologies and technological services of the network, also the publication of 39 technological brochures was achieved.

**National Fund for Scientific, Technological and Technological Innovation Development - FONDECYT  
Executing Unit of the National Council of Science, Technology and Technological Innovation  
(CONCYTEC)** Jan 2015– May 2017

*Head – Evaluation and Selection Unit*

Lead the evaluation and selection processes of the Financial Schemes of all national and / or international calls.

- Achievements: Creation of the team of specialists, development of three management instruments (Guide for Evaluation and Selection; Directive for the Technical Evaluation Committee and the Guide for Evaluators). More than 100 processes of evaluation and selection of competitions of the financial schemes of FONDECYT were successfully carried out. The number of international evaluators was increased 800% and the number of national evaluators 400%.
- Direct charge of 11 persons.

**Independent Consultant** 2015 – 2020

- ITL SOLUCIONES INTEGRALES EIRL - Consulting in Marketing. Innovation Acceleration Project (co-financed by FONDECYT / CONCYTEC) Mar.- Nov.2021
- Consortium "G&C SALUD Y DESARROLLO SRL & UPCH" – Academic Coordinator, Course "Update on scientific research for territorial development" commissioned by the consortium and financed by GIZ May.- Jul.2021
- Consortium "Mertz Perú - Olarte & Moure y Mercadeando" – Commercial Specialist, "Consultancy for the situational diagnosis of the potential of intellectual property registration for its management and implementation of improvements from a commercial technical approach", carried out for the Technological Institute of Production (ITP) commissioned by InnóvatePerú Apr. – Aug.2021
- ALICAMPS SAC - Market study of canned fresh maca in pickles and syrup presentations (Innovate Peru) May 2021
- Instituto del Bien Común & PUCP – Professor for "Research and technological innovation in fisheries. opportunities for the amazon context", in course "Management and governance models for the sustainability of fisheries" Nov.2020

- Fundación para el Desarrollo Agrario – Speaker “Management for Agrarian Regional Innovation Systems - SRIA”, for managers of Instituto Nacional de Innovación Agraria (INIA) July 2020
- Universidad Nacional de San Antonio Abad del Cusco (UNSAAC) – Peer review, eleven (11) Adaptive Research Projects for their funding. July 2020
- Instituto Nacional de Innovación Agraria (INIA) – “Preparation of a pilot-level proposal for inter-institutional relations and technological linkage applied to a variety of purple corn from INIA, in Cajamarca region” Mar. – Apr. 2020
- Programa Nacional de Innovación para la Competitividad y Productividad (Innóvate Perú) - Evaluation of 02 project files, call 3 of the competition for collaborative innovation projects. August 2020
- Universidad Peruana Cayetano Heredia (UPCH) – Seminar “Digital Health (ICT course applied to Health)” in Master in Intellectual Property with mention in Pharmaceutical Law. November 2019
- Consortium “Consilium Group Advisors (USA), Consilium Group Advisors Peru SAC (Peru) and DMI SAS (France) - Project Director for consulting within the framework of the” Preparation of the Plan to Strengthen Competitiveness “to through the project “Development of the Cluster in Fisheries and Aquaculture in the Piura region, Sechura Bay”, co-financed by Innóvate Perú. Apr. 2019 – Feb. 2020
- Universidad Nacional Mayor de San Marcos - Consulting in Intellectual Property, Patentability Study and Market Evaluation / Business Plan for innovation project August 2019
- INNOVA PUCP (Pontificia Universidad Católica del Perú) – Participation in the consultancy, formulation and implementation of the INIA's intellectual property rights management strategy (Responsible for the Sub-product Roadmap in Technology Transfer) Jul. – Dec. 2019
- The Consortium of the University of Korea and Global Development Cooperation (GDC) at the request of the Korean Agency for International Cooperation (KOICA) - Consultancy and advice on the co-financing of research, development and innovation projects of the “Project for the Strengthening of the Innovation and Technological Entrepreneurship based on ICT in the Arequipa region” Oct. 2018 – Ene. 2019
- Ministry of Education (MINEDU) - Collection, analysis and systematization of information related to the education sector at the undergraduate and research level Nov.- Dec. 2018
- Minera La Zanja SRL (Buenaventura Group) - Study on intellectual property on land cover with mining waste Aug.-Sept-2018
- LACTEA SA- Formulation of validation and technological packaging project Feb.-May. 2018
- Cayetano Heredia Foundation - Manager in the “Program of Excellence in Management and Research Support in Higher Education Institutions” Aug.-Dec. 2017
- UNALM and PNIA - Lecturer in the Update Course “Innovation for Agrarian Development”, for professionals of the National Institute of Agricultural Research and Innovation in collaboration with UNALM and PNIA. Nov. 2017
- San Fernando SA - Formulation of 09 innovation and quality projects for competitive funds, in collaboration with the Agrifood CITE. May.- Oct. 2017
- Empresa G&G NEGOCIACIONES SRL - Study of patentability of innovation project. June 2017
- Company AGROINDUSTRIAS & EXPORTACIONES ARMORI S.A.C. - Patentability study for the project's results “Adjustable design and manufacture of machines for hulling, sorting and peeling fruits and seeds of Sacha Inchi”
- Company HAC COMERCIO Y MANUFACTURA SA - Project formulation for Quality Accreditation; Extended Business Plans of 02 innovation projects. Jan. 2015 and Oct. 2016
- LARRY AMILCAR CASAS ALFARO (natural person with business) - Study of patentability of innovation project. October 2015
- Company APPLIED CREATIVITY AGENCY SCRL - Systematization of data for the closure of the innovation project February 2015
- SAMAR HANDCRAFTED COMPANY LARL SCRL - Business plan extension study and Innovation Project Exit Line Study February 2015
- AGRARIA NATIONAL UNIVERSITY LA MOLINA - Consulting for the review of documents: Intellectual Property Regulations, Thesis Regulations and Research Lines. November 2014.

**National Innovation Program for Competitiveness and Productivity – INNOVATE PERU** Sep. 2010 – Nov. 2014  
*Before, Program Coordinating Unit of Science and Technology - FINCYT*

*Project Executive*

Monitoring and supervision of R&D&I projects for an appropriate performance and achievement of objectives.

Managing a portfolio up to 125 innovation projects, in areas such as textiles, agribusiness, metalworking and tourism.

- Achievements: Correct closing projects in portfolio. Support for interrupting projects for breach of contract. Meeting with organizations for testing and development capabilities of management tools (operating plan, disbursement schedule, milestones, etc). Joint companies to generate synergies according to their results and / or needs.
- Direct charge of 03 persons.

**INNOVIVIR**

Sept. 2014 – Dec. 2014

**PARTNER & VP Fund Innovation**

R & D&I specialist for consultancies. Successful projects formulation of strategic interest (Quimtia S.A.) and Business Incubators (San Pablo Catholic University of Arequipa).

**Cayetano Heredia Peruvian University (UPCH)**

2012 y 2014

**Hired profesor, Lecturer – (Post graduated School) Master Policy and Management Science Technology and Innovation**

Courses: "Methods and Tools for Innovation Management", "Identification, formulation, Management and Evaluation of Science, Technology and Innovation Projects"

**National Agrarian University of La Molina (UNALM)**

2011 - 2014

**Invited Professor – (Post graduated School) Master in Agribusiness**

Course: "Research Seminar I". Seminars on issues related to innovation (projects, design, evaluation, entrepreneurship, technology transfer and intellectual property)

**Nonprofit Enterprise and Self-sustainability Team – NESST**

Oct.2013 y June 2014

**Consultant**

- Evaluations of high social impact technologies to get entered incubation programs, scaling or venture investment.

**Cayetano Heredia Peruvian University (UPCH)**

January 2010 – Sept. 2010

**Assistant – University Directorate for Research, Science and Technology**

Management, advisory and monitoring of R&D&I academics and researchers for the implementation of grant funds. Search and manage information related to R&D&I. Development of baselines. Support costing and negotiation of Research and Innovation for transfer.

- Achievements: Increase of submitted projects and funding in the national call, articulated with companies.

**National Agrarian University of La Molina (UNALM)**

November 2005 – December 2009

**Assistant - Chief Investigation Office (now Office of Research Management)**

Management, advice and monitoring of research, development and innovation projects for academic and researchers for the implementation of grant funds. Design, implementation, monitoring and evaluation of Technological Innovation Competition - UNALM (resource use Mining Royalties). Search and manage information related to R&D&I. Work in managing the leadership and coordination of multidisciplinary teams to achieve objectives.

- Achievements: Increase of submitted projects and funding in the national and international calls. Articulation with enterprises on joint projects for mutual benefits. Development of tolos for executing Mining Canon and Royalties money, through internal research grants. Research projects suitable to the National Public Investment System (SNIP). Implementation a systematizing tool for monitoring R&D&I internal projects. First Technology Transfer guidelines.

**NGO LLAMKASUM – PERU**

June – September 2004

**Technical Assistant in Engineering**

Formulation, revisión and correction of hydraulic infrastructure projects at feasibility level and its execution. Training courses for beneficiary communities and joint involved.

- Achievements: Development of training methodologies for beneficiaries of rural development projects and increase people trained efficiently from 80 to 350 people.
- Direct charge of 6 persons.

**SUPERIOR EDUCATION****Industrial Engineering Doctorate (candidate)**

2016 - 2019

Post graduate School, Major National University of San Marcos

**Master in Agribusiness (Magister Scientiae)**

2007 - 2009

Post graduate School, National Agrarian University of La Molina

Thesis: Comparative study between micropropagation and conventional system for potato (*Solanum tuberosum L.*) seedling production at the comercial level.

**Agricultural Engineering graduated and Bachelor in Sciences – Agricultural Engineering**

1999 - 2005

## LANGUAGE

- Language Center - Pontifical Catholic University of Peru.  
Advanced English and complementary courses (Grammar and Pronunciation)

2006