

KEISAI asociados was acquired by EDS Corporation in April 1995. It was later integrated to A.T. Kearney, a multinational management consulting affiliate of EDS. As Vice President, Mr. Sabal co-directed the management consulting practice in the Andean Region of South America.

1989-95 KEISAI asociados VENEZUELA

Founder and Director of this management consulting company, engaged in strategy/organizational restructuring, corporate finance, valuations and insurance

1986-98 INSTITUTO DE ESTUDIOS SUPERIORES DE ADMINISTRACION VENEZUELA

Professor of corporate finance in the MBA program as well as in several management development courses. Author of several papers on financial topics in Venezuela. Co-author of two chapters of the best-selling book “Las Empresas Venezolanas” (The Venezuelan Firms)

1977-82 GENERAL DE SEGUROS VENEZUELA

Executive Vice President (CEO) in charge of the overall operations of the company and its affiliates and reporting directly to the Board of Directors.

1972-77 GENERAL DE SEGUROS VENEZUELA

Investment Manager from 1972-77 in charge of the investment portfolio of this insurance company. During this period was responsible for managing a premium financing company and several real estate development projects. In 1977, was promoted to CEO.

Other Experiences

2016 UNIVERSIDAD EAFIT, MEDELLIN, COLOMBIA

Visiting professor

2009- UNIVERSIDAD DE LOS ANDES, BOGOTA, COLOMBIA

Visiting professor

2012 AALTO UNIVERSITY, HELSINKI, FINLAND

Visiting professor

2008 AMERICAN UNIVERSITY, CAIRO, EGYPT

Visiting professor

2004-2013 ESAN, LIMA, PERU

Visiting professor

2004-2009	IESA, VENEZUELA Visiting professor	
2003	ESADE, BARCELONA, ESPAÑA Visiting professor	
2002	ASSOCIATION OF LATIN AMERICAN BUSINESS SCHOOLS Board member	
2002	VENEZUELAN-AMERICAN CHAMBER Member of the corporate finance and capital market committees	
2002	INSTITUTO TECNOLOGICO DE MONTERREY, MEXICO (EGADE) Visiting professor	
2001	ESCEM, TOURS (FRANCE) Visiting professor	
2001-03	OTEPI (Oil Contractor) Board member	
1999-2003	INSTITUTO VENEZOLANO DE EJECUTIVOS DE FINANZAS Board member	VENEZUELA
1997-	ESPECIALIDADES DOLLDER Board member	VENEZUELA
1993-98	INSTITUTO VENEZOLANO DE EJECUTIVOS DE FINANZAS Chairman of the Corporate Finance Committee	VENEZUELA
1991-94	INSTITUTO VENEZOLANO DE EJECUTIVOS DE FINANZAS Board member	VENEZUELA
1989-91	BANCO EXTERIOR DE LOS ANDES Y DE ESPAÑA Board member	VENEZUELA
1986-97	LABORATORIOS KLINOS Board member	VENEZUELA
1979-82	SEGUROS LA PAZ Board member	VENEZUELA

1977-82 REASEGURADORA DELTA
Board member

VENEZUELA

Teaching
Experience

Mr. Sabal has an extensive experience as a teacher of finance going back to 1986. He has addressed the most diverse groups of students including MBAs, undergraduates, and business executives. Over his long career he has taught almost every field of finance, although during the last years he has focused on the fundamentals of corporate finance, investment decisions under uncertainty, and real estate finance.

Consulting
Experience

Mr. Sabal has directed many consulting projects. Most of these projects were in the area of corporate finance, connected to financial institutions (with emphasis in banking and insurance), financial valuations of corporations and on finance related restructurings.

Languages

Fluent in Spanish and English

References

Available upon request

Contact

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