

Abdiel Dutary

Head of Negotiation and Investor Relations

PROFILE

Panamanian industrial engineer with over 10 years of experience in public investment project financing, data analysis, and the development of financial models for decision-making. He has taken part in the financial structuring of Lines 1, 2, and 3 of the Panama Metro, and holds a JICA certification in the management of public projects financed through Japanese ODA.

CURRENT POSITION

He currently serves as Head of the Negotiation and Investor Relations Department within the Public Financing Directorate of Panama's Ministry of Economy and Finance. This department coordinates and monitors the relationship with multilateral and commercial banks, with the aim of effectively structuring the financing that enables the execution of the State's investment projects, under modalities such as regular progress-based, "turnkey," and Public-Private Partnership (PPP).

PROFESSIONAL EXPERIENCE

Head of Negotiation and Investor Relations

Ministry of Economy and Finance

· 2024–Present

Responsible for managing the relationship with multilateral and commercial banks, ensuring the sound structuring of financing for the State's investment projects, under both "turnkey" and Public-Private Partnership schemes.

Financial Specialist

Consorcio Línea Panamá Norte

· 2021–2024

Responsible for managing the project's cash flow and treasury needs, as well as administering short-term financing agreements (credit lines, discount lines, and financial derivatives). In charge of the relationship with local and international banks and the presentation of monthly treasury reports to the Management Committee.

Demand Planner

LG Electronics

· 2019–2021

Responsible for managing the sales process and demand and inventory forecasts for the Central America, Caribbean, Miami, and Ecuador regions. In charge of coordinating with Account Managers to ensure logistical and financial compliance of orders, as well as designing dashboards and MS Excel tools to track department indicators.

Financial Analyst

Metro de Panamá S.A.

· 2011–2019

Responsible for the financial analysis of the Finance Department and for developing procedure manuals aimed at optimizing processes associated with "turnkey" projects and projects with contractor-provided financing. In charge of preparing financial models for the institution's long-term budget planning, as well as issuing No-Objection Certificates (CNOs) and monitoring contract clauses with International Financial Institutions (IFIs) and Export Credit Agencies (ECAs).

EDUCATION

Master's in Financial and Economic Management — ENAE Business School, Spain

· 2014–2015

Bachelor's Degree in Industrial Engineering — Universidad Tecnológica de Panamá

· 2008–2013

High School Diploma in Sciences, Humanities and Philosophy — Colegio Javier

· 2003–2007

Languages: Spanish · English