

Trainer Biography

JUAH GAMECHO



Juan is a British professional banking and finance trainer who for 16 years has been training banking students in finance, credit analysis, debt restructuring and loan workout, as well as in SME Business diagnostics and development. Juan is a leading emerging market financial consultant assisting small and medium sized enterprises in their financial and business development. He has established and run a number of businesses during this career and has trained and advised delegates across a very wide range of different sectors Europe, Africa, the Middle East and China.

Juan has also trained a large number of delegates at some of the leading financial institutions across Europe, The Middle East and North Africa, Southern Africa and the Far East. in the region. He specialises in credit risk analysis training and debt restructuring for SMEs and large corporates.

In parallel to his training career, Juan has a 26 year career in banking and finance initiated in the City of London. In addition to training, since 2003 Juan's company has also been specialising in finance raising credit analysis and corporate finance services across a number of emerging economies in South Eastern Europe and North Africa. A core element of Juan's work is helping small and medium sized companies in raising and restructuring their debt and equity positions with a view to strengthening company viability through their restructured Balance Sheets. In 2006, Juan's financial advisory company Limited became the exclusive representatives of HSBC Investment Bank in Romania.

Following graduation from Business School in Economics and Finance in the United Kingdom in 1991, Juan joined the Government of Slovakia as an Economic and Political Adviser to the Slovak Prime Minister. Following his return to London he joined the Conservative Party where he established the party's Eastern European office.

In 1993 Juan joined Hill Samuel Bank, the London based merchant bank in, covering International Project Finance and later became a credit analyst in Asset Based Finance, lending directly to international shipping companies. Juan briefly joined N M Rothschild in London as a member of the bank's LBO credit team analysing clients and providing leveraged debt facilities to UK corporate, before joining Charterhouse Bank in 1997, where Juan began his Corporate Finance career. Assisting companies to strengthen their balance sheets through debt and equity restructuring has been part of Juan's professional work since he started in banking.

In late 1999 Juan joined EBRD as the bank's acting deputy director for Romania. In this role Juan led teams of credit analysts in identifying and completing a significant number of credit facilities for Romanian and international companies. During his last year in the post in 2002, EBRD financed a total €500million in debt and equity financing for projects in the country. As an associate of Applied Learning Limited since 2013 Juan has been the lead trainer of EBRD's Banking Academy as well as the lead trainer for the Bank's Advice for Small Business Unit, focusing on training programmes in SME Business Diagnostics and SME Financing.