



+5255 23185497



erisel@hotmail.com



Mexico City, Mexico

Erisel Domínguez ortega.

Working Capital Strategy | Supply Chain Finance (Reverse Factoring, Dynamic Discounting) | Receivables Finance | Complex Financial Structuring | Revenue Growth & Portfolio Expansion | Cross-Selling within CIB | Corporate Client Advisory (AAA Segment) | Global Market Analysis & Trends | Risk, Legal & Operations Coordination | Recurring Revenue Generation | Multi-Stakeholder Negotiation



Executive Profile.

Senior banking executive with extensive experience in corporate banking, working capital optimization, and structuring complex financial solutions within global environments. Specialized in the design and execution of Working Capital, Supply Chain Finance, and Receivables Finance strategies for corporate and strategic client segments.

Proven track record collaborating with CIB, Risk, Finance, and Product teams to structure scalable, revenue-generating solutions that enhance liquidity and strengthen long-term corporate relationships. Experienced institutional representative in international supply chain finance forums and leader of innovation initiatives within trade and working capital solutions.

HSBC Mexico **Senior Product Manager – Global Supply Chain Finance**
2026 – Present.

- Contribute to the definition and execution of global Supply Chain Finance and Receivables Finance solutions for corporate clients.
- Partner cross-functionally with global product and Working Capital Solutions teams to drive scalable initiatives.
- Analyze international market trends to support the development of competitive and profitable structures.
- Engage directly with international stakeholders to implement multi-jurisdictional financial solutions.

Nacional Financiera (NAFIN) **Senior Key Accounts & Factoring Product Manager**
2018 – 2026.

- Led the strategic execution of 50% of the Commerce, Industry, and Services division portfolio.
- Designed and structured Receivables Finance and Supply Chain Finance programs for AAA and strategic corporate clients.
- Expanded portfolio growth and strengthened client retention through specialized working capital structures.
- Represented the institution in international supply chain finance forums, positioning the Mexican SCF model globally.
- Coordinated with Risk, Legal, and Operations teams to ensure sound implementation of complex financial solutions.
- Generated recurring revenue streams and reinforced long-term corporate partnerships.

BBVA **Regional Head (South) – Supply Chain Finance** 2017 – 2018

- Secured USD 65 million in international agreements with corporate clients.
- Ranked Top 3 nationally in regional performance.
- Developed performance monitoring and forecasting tools to enhance commercial efficiency.
- Provided technical structuring support to corporate bankers for SCF solutions.

Samsung Electronics Mexico **Business Intelligence & Retail Marketing Manager**
2015 – 2017

Voestalpine AG **Senior Operations Manager** 2014 – 2015

Nestlé Mexico 2005 – 2011

Professional Objective.

To hold a strategic leadership position within a leading organization, contributing to business analysis, structured financial advisory, commercial strategy, and sustainable growth initiatives. Committed to delivering measurable impact through innovation, client-centric solutions, and disciplined execution.

Education.

Master's Degree in International Studies (2006–2009) ITESM / Georgetown University, USA

New Talent Scholarship Recipient
Postgraduate Specialization in Finance (2000–2002) ITESM

Bachelor's Degree in International Trade (1998–2002) ITESM – Honors Distinction

Relevant Certifications.

Retail Supply Chain Program (2008–2009) – RILA / Accenture

Problem Solving & Innovation (2004) – École Polytechnique, Paris, France

Advanced Studies in Data Science & Machine Learning (2024) – Massachusetts Institute of Technology (MIT)

Languages.

English – Fluent
French – Fluent

Technical Tools.

RapidMiner | SAP | Tableau | Lotus | NPD | CompuStat | Bloomberg