



**Driven Disrupter. Astute Collaborator**

Maria Latorre is gifted with an insatiable desire to achieve excellence and the capacity to reach beyond boundaries to realize success. She is known as the front-runner in empowering to develop partner businesses, delivering growth, and driving change. She is committed to sustainable development goals (SDGs) set forth by the United Nations. Her focus is on helping companies embed sustainability in everything they do. She works on several projects

aligned to tackling climate change and recently launched impACTivist a platform to empower social entrepreneurs who are working to solve the world’s most pressing problems.

For more than 20 years, Maria has positioned leading organizations for next-level success by articulating objectives and leading teams in executing transformational business strategies that drive revenue growth, maximize brand exposure, and expand global presence. She has been highly-effective in cultivating global alliances and catalyzing the growth of leading-edge international technology firms.

In 2017, she was tapped by executive leadership to serve as IPC’s Global Head of Diversity & Inclusion, while holding the title of Global Head Partners & Alliance. As Global Head of Diversity and Inclusion, Maria partnered with key associations to address disability, LGBTQ, gender balance, and engaged stakeholders in fostering an organizational culture focused on belonging, psychological safety, and performance excellence.

During her tenure as Global Head of Partners & Alliance, Maria led an intrapreneur team, 80 ecosystem partners, and transformed the channel management operation. She was recognized for exceeding revenue quota objectives by delivering revenue growth across the managed partner portfolio. Under her leadership, the business accounted for increases from 7% to 45% in Q4 2020.

In 2016, Maria was hand-picked to serve as IPC’s Sales Organization Change Leader, post-merger with Etrali. In this position, she worked a leading consulting firm to execute a project to align the new sales organization. Maria worked closely with stakeholders to gain key insights and foster engagement, which was instrumental in the success of the operation adopting new processes and tools, planning performance reporting tactics, and customizing and driving change management strategies.

As the Global Head Business Enablement at Etrali Unique Global IT Integrator for Trading, from 2012 to 2016, Maria executed the sales team’s digital transformation from a pure voice trading firm to a hybrid high and low touch trading platform in the cloud, established a sales academy, and upgraded the commercial support system. Key results include growing business 17% faster, shortening buying cycles by 7%, generating 94% forecast accuracy, decreasing the cost of sales by 11%, and increasing profits by 15%. She developed and maintained relationships with 35 service integrators and top Telcos, innovated the new marketing strategy, and delivered more agile customer solutions.

From 2010 to 2012, Maria was the Trading Solutions Product Manager at Orange Business Services Trading Solutions. In this role, she led the successful launch of a new disruptive solution globally that enabled the financial industry to interconnect between a cloud ecosystem of 6,600 capital market participation through 750 cities and 60 countries. In addition, she managed the P&L of \$45MUSD. Previously, she was Marketing & Communications Manager with Flextrade Innovative Order Management Trading Systems.

**INTERNATIONAL BUSINESS DEVELOPMENT  
LEADER & ORGANIZATIONAL  
CHANGE AGENT**



**CAREER MILESTONES SNAPSHOT**

**Leadership Psychodynamics:** exploration of the hidden dimensions of self & organization, Emotional Intelligence, family-systemic thinking in coaching & consulting, group coaching, multi-party team dynamics, organizational change, human behavior dynamics..

**Team Influence:** Established, Renovated & Developed Teams Focused on High Performance

**Program Development & Innovation:** Designed the Diversity and Inclusion Global Program, Inclusive leadership, Channel Partner Program, Learning Circles, Sales Academy

**TRAINING & TECHNOLOGY**

**Training:** Business models for social enterprise,; Anti-Trust and Competition Law; Code of Ethics; Physical Security; Systems practice for complex social challenges, Lean Data Approaches to measure social impact, 360/720 Assessments; various sales trainings

**EDUCATION**

INSEAD, **Executive Master in consulting and coaching for change**, In Progress

ISEG, **BBA**, Marketing, Management and International Strategy

La Sorbonne University, **BA**, Language and French Civilization

**VOLUNTEER- SDG INITIATIVES**

Community Impact Challenge  
INSEAD-Hoffman Global Institute

**INTERESTS**

Trail Running | Scuba Diving 3 Specialties