



Foxborough Regional Charter School

Board Meeting

Published on February 25, 2022 at 5:16 PM EST

Date and Time

Tuesday March 1, 2022 at 6:15 PM EST

Location

Foxborough Regional Charter School

Middle School Media Center

131 Central Street

Foxborough, MA 02035

Meeting Format

Whether in person or online, the public is welcome to attend Board Meetings and have access to meeting minutes. Meetings are held once a month and additionally, as determined by the Board Chair. All meeting Agendas are posted to the school website at least 48 hours in advance of each public meeting.

During the meeting, the Board follows the published agenda and works through business. Audience members are not part of the formal discussion or deliberations, but may raise their hand to add brief comment or ask clarifying questions. Meetings start promptly on time as noted on the agenda.

In person details:

- Please Review [COVID Guidelines](#) if you are attending in person
- Please Enter through the Middle School Main Office
- Please remember to sign in upon arrival

Agenda

	Purpose	Presenter	Time
I. Opening Items			6:15 PM
A. Attendance		Susanna Girard	5 m

	Purpose	Presenter	Time
B. Call the Meeting to Order		Kathleen Crawford	10 m
 II. Committees			6:30 PM
A. Interview: Board of Trustees Candidate Sebastian Corbat	Discuss	Sergio Martin	30 m
B. Break	FYI	Kathleen Crawford	5 m
C. Interview: Board of Trustees Candidate Angelica Cortez Silva	Discuss	Sergio Martin	30 m
 III. Privilege of the floor			
 IV. Closing Items			
A. Vote to Adjourn	Vote	Kathleen Crawford	
B. Adjourn Meeting		Kathleen Crawford	

The listed matters are those reasonably anticipated by the Chair to be discussed at the meeting. Not all items listed may in fact be discussed and other items not listed may be brought up for discussion to the extent permitted by law.

Coversheet

Interview: Board of Trustees Candidate Sebastian Corbat

Section:	II. Committees
Item:	A. Interview: Board of Trustees Candidate Sebastian Corbat
Purpose:	Discuss
Submitted by:	
Related Material:	Sebastian Corbat - resumé.pdf

SUMMARY

I have more than fifteen years of experience developing new positions in start-ups, founded two businesses that are still in market, and I have five years of experience volunteering non-profit causes.

My partners consider me: self-motivated, versatile, entrepreneurial and strong commitment to achieve results. Some of my past constant achievements along my entire career are: built up solid relationships with partners, creating motivated teams aligned with business goals and generating attractive environments for the team. My first language is Spanish. I am fluent in English and proficient in Portuguese.

EXPERIENCE

DEL SUR NATURAL

It's a family entrepreneurship in the food industry. Del Sur caters a healthy alternative of casual food, using Argentine empanadas sourced with all natural ingredients.

Founder and Owner, Lowell, USA - 2014-present

I manage a team of chefs and servers to offer a modern and attractive experience to customers, who are looking for new alternatives to nurture their families. I am the principal and responsible of all the areas in the company (marketing, sales, procurement, process, and finances).

- Adapted the company to a new strategy, transforming it from a café to a factory.
- Won several prizes including "Best Product" at Mass Innovation Night, creating brand awareness.
- Built-up a new kitchen with a modern and unique style in Burlington, MA.
- Re-designed kitchen process, which allowed doubling the production capacity using same resources.

CONDOR TECHNOLOGIES

Develops software solutions for the telecommunications industry using state-of-the-art technology.

Co-founder and Business Development Manager, Argentina - 2005-2013

Member of the Board of Directors, participates in defining long-term objectives and development of the strategic plans for the company. Business planning, including market analysis, and marketing and sales strategies. Writes commercial proposals, answers RFXs and negotiates with the client. Ensures state-of-the-art end products, investigating market movement and adapting product offering to the market.

- Transformed technical solutions developed to disperse telecom projects into a group of marketing products, defining features, scope, pricing and sales strategy.
- Acquired and managed more than ten new telecom clients, including top 10 global telecom companies.
- Built up long-term relations with the biggest service providers of Argentina representing 50% of sales.
- Sold projects between \$250K-\$500K, in charge of commercial and technical proposals, RFXs, Proof of Concept, negotiation, delivery, solution designing and procurement of third-party parts.
- Responsible of the implementation and maintenance of the Corporate Visual Identity and Web site.
- Led of 9001:2000 quality management system audits.
- Controlled projects of complex software + hardware solutions lasting 18+ months, supervising software development, installation and customization teams.
- Managed regional resellers such as large global 100 telecom brands.

NETSOL INTERNATIONAL

Branch and Technology Manager, Chile - 2004-2005

Responsible of the Chilean branch, working close to sales and technical pre-sales teams; leading negotiations, technical proposals, product implementation and technical support for all projects.

- Built entire branch operation, including hiring and developing a team of five sales and technical experts, establishing communication standards and obtaining physical office space for the Chilean operation.

- In charge of big clients such as Telefónica and Entel, offering new products and services, and ensuring a high level of support service.

Solution Consultant, Chile - 2002-2004

Manager of whole project life cycle (hands-on involved): presentations, proof of concepts, installation, customization and post-sales support. Primary pre-sales technical resource, creating excellent team relationship with salesmen and clients.

- Technical implementation of a solution to measure the VPN performance of their clients and the product definition in conjunction with the marketing personnel of the client.
- Trained and led technical personnel of Unisys to deploy a solution to monitor the performance of the servers of Synapsis.
- Network and application performance consulting in Spanish and English for SITA México, Trinidad y Tobago and Guatemala.

System Engineer, Argentina - 2000-2002

Leader of technical pre-sales team and part of the support engineering team.

- Made proof of concepts and presentations of performance and fault management solutions.
- Responsible for the technical support of fault and performance management products for Telefónica and Telecom.

ACADEMIC EDUCATION

- IAE Business School, Argentina — Executive Marketing Strategic Program, 2011
- Universidad Torcuato Di Tella (UTDT), Argentina — Master in Business Administration, 2007
- Instituto Tecnológico de Buenos Aires (ITBA), Argentina — Information Technology Engineering, 2000

SKILLS

MANAGEMENT SKILLS

- Plan and trace highly complex projects through their full life cycle; including startups, customizations and maintenance. Effective use of WBS methodology and time and resource management.
- Manage of all the aspects of a project, managing team members (professionals and non-professionals), budget, suppliers, customer requirements, and timing.

SALES AND MARKETING EXPERIENCE

- Sales of technology solutions for the telecom industry using direct marketing.
- Search and development of new opportunities, prepare commercial and technical proposals, and effective results oriented negotiation.
- Development and execution of marketing and sales strategies, including segment and product definition.
- Analysis, selection and negotiation with providers and strategic partners.

TECHNICAL KNOWLEDGE

- IP telephony solutions based on SIP protocol: principal solutions used: IP centrex, IVR, B2B, Application server, Media Server, Voice Mail, SIP Proxy.
- OSS solutions for a wide range of technology networks: main OSS products used: eHealth of Concord (performance management) and Netcool of Micromuse (fault management).
- Telecom networks: VoIP and data networks, NGN and IMS architectures, mobility, cloud systems, SaaS, SNMP, SIP, RTP.

LANGUAGES

Spanish: native • English: proficient • Portuguese: proficient

WORKSHOPS

- Babson College, Boston, MA — Cultivate your Small Business, 2019

- EforAll, Lowell, MA — Business Accelerator, 2018
- Vistage Argentina — Key managers member, 2010-2012

Negotiation • Corporate redaction • Strategic sales • Emotional intelligence • Introduction to managements of sales for SMB • Advanced course of IP telephony • Internal auditor of quality system management • IT support services using ITIL • Project Management (PMI)

OTHER ACTIVITIES

- EparaTodos, Lawrence, MA — Mentor, 2018 to present
- Red Solidaria, Argentina and Chile — Fundraising and other activities, Volunteer, 2012 to present
- On Board For Kids, Boston, MA — Diverse responsibilities, Volunteer, 2013 to 2020
- Community Nursery School of Lexington (CNS) — Marketing Coordinator, Volunteering, 2013-2014

Coversheet

Interview: Board of Trustees Candidate Angelica Cortez Silva

Section: II. Committees
Item: C. Interview: Board of Trustees Candidate Angelica Cortez
Silva
Purpose: Discuss
Submitted by:
Related Material: Angelica Cortez JULY 2019.pdf

Angélica S. Cortez Silva

Education: B. S. Nursing with thesis focus on OB/GYN (2002)

Strengths:

- Capacity to persevere in the face of adversity
- Ability to multi-task and customer focused
- Bilingual in English/Spanish (Chilean Native)
- Team leader and great motivator in Wellness Company
- Proficient at Microsoft office applications and databases.
- Ability to work in Social Media.

Life Philosophy: Promote children's education and healthy life for all.

Experiences:

Team Leader, Brand Director at NSE - anti-aging company Boston, *Nov 2015-Present*

- Build and manage a team of 20+ leaders in Chile
- Lead the team to keep them motivated and permanently growing to achieve their personal goals
- Promote wellness on Social Media
- Coach customers aiming to enjoy a healthier and better lifestyle

Health Advisor, Del Sur - restaurant of all natural food Lowell, *April 2015-August 2017*

- Promote business while educating customers on eating healthy meals.
- Create and adapt recipes using all natural ingredients and avoiding unhealthy processes.

Primary caregiver of my husband during Bone Marrow Transplant Boston, *2012-2014*

Clinical Nurse *Nov 2005-Sept 2006*

Allergy, Asthma & Immunology, Buenos Aires

- As a clinical team member responsible for reviewing, administrating protocols and documenting all the medical data/observations for Ph3/Ph4 study of Bronchodilator in pediatric patients.

Clinical Support Unit Supervisor *Feb- Oct 2005*

Health Center, Santiago

- Lead team of nurses; providing constructive feedback.
- Oversee operation of infant vaccination, emergency treatments, laboratory sampling, pharmacy, sterilization unit etc.
- Special project: Led the study to understand the health impacts of noise exposure and provided preventive suggestion to reduce the impact of injuries.

Head OB/GYN nurse *Jan 2003- Jan 2005*

Clinica Las Condes Santiago Chile

- Coordinate schedules/surgeries; provide nursing care during C-section.
- Provide pre and post-follow up care for high risk Obesity patients.
- **SPECIALIST IN FOLOW UP PATIENTS**

Professional Courses:

- Clinical trial monitoring
- Aged adults functionality evaluation
- Infirmiry service in a nursing home: a challenge for the 21 Century
- Advanced gastric banding course

Other skills

Member of Hakaripa Chorus in Chile *2000-2005*

- Female chorus with variety of musical styles: classical, rock, religious, etc.

Volunteer

Oct 2014-2017

Community Nursery School and Harrington Elementary School, Lexington, MA

- Assist with annual fund-raising, and with special education projects like Kids Cooking Green.

Oct 2014-2017

On Board For Kids, cruising together to make the world better for children.

- Assist with annual fund-raising, promote and inspire to the community to help this cause.