

JOSÉ ANTONIO NÚÑEZ MORA, PH.D.

Director, Financial Strategy & Market Intelligence
Global Trade Specialist



Mexico • Latin America • Inter-regional Global Trade



Profile Summary

José Antonio Núñez Mora is a senior financial strategist and market intelligence specialist supporting GTC Inc.'s international trade and market-entry initiatives. He holds a Ph.D. in Administrative Sciences with a specialization in Finance from Tecnológico de Monterrey and a post-doctoral qualification in Business Analytics from the University of Texas at San Antonio.

His professional background spans academic leadership, applied financial engineering, investment evaluation, and advanced data analysis in highly regulated environments. José brings deep expertise in risk assessment, long-term investment modeling, financial due diligence, and economic analysis to support informed trade decisions.

At GTC Inc., José supports market intelligence, financial modeling, risk evaluation, and strategic analysis for manufacturers, distributors, and buyers operating across Mexico, Latin America, and Canada. His work strengthens GTC's ability to evaluate opportunities, structure sustainable partnerships, and support disciplined, data-driven trade decisions across all product pillars.

Multilateral Trade Statement

José supports two-way and multilateral trade by providing financial strategy, market intelligence, and investment evaluation for manufacturers and investors operating between Mexico, Latin America, Canada, and GTC Inc.'s global partner regions through the Intelligenza Consulting platform.

Languages

Spanish • English

ALEJANDRO RUBIO, ING. INDUSTRIAL

Industrial, Automation & Mobility Technologies
Global Trade Specialist

Mexico • Latin America • Inter-regional Global Trade

His role directly supports GTC's Industrial, Automation & Mobility Technology pillar.

Profile Summary

Alejandro Rubio is an industrial engineer and senior risk and compliance specialist supporting GTC Inc.'s international trade operations in regulated and industrial environments. He brings more than 18 years of experience working with global financial institutions including Citigroup and HSBC, where he focused on enterprise risk management, regulatory compliance, and control frameworks across institutional and commercial banking, capital markets, pensions, and insurance.

His professional background includes the design and implementation of global risk control models, compliance platforms, and audit response frameworks aligned with both local and international regulatory standards. Alejandro has led strategic initiatives related to financial market controls, operational risk mitigation, and governance structures in complex, highly regulated systems.

At GTC Inc., Alejandro supports risk evaluation, compliance alignment, and operational readiness for industrial, automation, mobility, and regulated equipment trade initiatives. His work helps ensure that manufacturers and buyers entering cross-border partnerships operate within disciplined, transparent, and compliant frameworks.



Multilateral Trade Statement

Alejandro supports two-way and multilateral trade by helping global manufacturers and Mexican companies navigate regulatory, compliance, and operational risk frameworks for cross-border expansion between Latin America, North America, and GTC Inc.'s international markets through Intelligenza Consulting.

Languages

Spanish • English

SAMUEL GARCÍA SÁNCHEZ, PH.D.

Senior Director, Trade Operations & Risk Coordination
Global Trade Specialist



Mexico • Latin America • Inter-regional Global Trade



Profile Summary

Samuel García Sánchez is a senior trade operations and coordination specialist supporting GTC Inc.'s cross-border trade activities across Mexico, Latin America, and GTC's global partner regions. He brings more than 25 years of executive leadership experience across banking, brokerage firms, and financial institutions, with a strong focus on operational governance, regulatory compliance, and risk-aware execution.

His background includes senior leadership roles overseeing financial controls, investment analysis, and regulatory compliance frameworks in highly regulated environments. Samuel has led the development of control areas focused on mitigating financial and operational risk while supporting business growth, capital efficiency, and long-term investment performance.

At GTC Inc., Samuel supports trade operations coordination, risk-aligned execution, and process oversight for international transactions involving manufacturers, distributors, and buyers. His role helps ensure that cross-border trade initiatives progress efficiently, transparently, and in alignment with regulatory, financial, and operational standards across multiple jurisdictions.

Multilateral Trade Statement

Samuel supports two-way and multilateral trade by coordinating risk-aligned trade operations, financial governance, and execution frameworks for transactions between Mexico, Latin America, Canada, and GTC Inc.'s global partner regions through the Intelligenza Consulting platform.

Languages

Spanish • English

MONIR ZAMAN

Vice President, South Asia • Inter-regional Global Trade
Global Trade Specialist

Mexico • Latin America • Inter-regional Global Trade

Profile Summary

Monir Zaman is a senior international trade and partnership development leader supporting GTC Inc.'s operations across South Asia and its inter-regional global trade network. Based in Canada and originally from Bangladesh, Monir brings more than 20 years of experience in business development, sales leadership, supplier relations, and multi-category market expansion across Asia and North America.

His professional background includes executive leadership roles in large, multi-location organizations, where he oversaw national sales teams, distributor development, operational performance, and strategic growth initiatives. Monir has also spent nearly a decade supporting North American dealer development, equipment sales strategy, and trade show representation within capital-equipment and industrial environments.

At GTC Inc., Monir leads supplier sourcing, strategic partnership development, and market-entry coordination across South Asia. His role supports manufacturers, distributors, and buyers across all Eight Core Product Pillars, helping align production capabilities with international market opportunities through disciplined relationship management and cross-cultural engagement.



Multilateral Trade Statement

Monir supports two-way and multilateral trade initiatives by facilitating strategic trade relationships between South Asia, Canada, Mexico, Latin America, and GTC Inc.'s global partner regions through disciplined partnership development and cross-cultural engagement.

Languages

English • Bengali

KARLA ISABEL QUINTANA ROMERO, MTRA.



Director, Market Intelligence & Behavioral Strategy
Global Trade Specialist

Mexico • Latin America • Inter-regional Global Trade



Profile Summary

Karla Quintana is a senior market intelligence and behavioral strategy specialist supporting GTC Inc.'s international trade and market-entry initiatives across Mexico, Latin America, and global partner regions. She brings more than 15 years of experience in national and international market research, combining applied neuroscience, behavioral science, and advanced analytics to support strategic business decision-making.

She holds a Bachelor's degree in Marketing from Tecnológico de Monterrey and a Master's degree in Applied Neuroscience for Marketing from the Autonomous University of Barcelona, with additional international academic training in the United Kingdom and Italy. Her professional experience includes leading neuroscience and behavioral research initiatives for global organizations such as Ipsos Mexico, Ipsos BeSci Hub LatAm, and BeWay Consulting, delivering actionable insights for multinational clients in highly competitive markets.

At GTC Inc., Karla supports market intelligence, demand assessment, buyer behavior analysis, and strategic insight development to help manufacturers, distributors, and buyers evaluate opportunities, adapt offerings to regional markets, and reduce market-entry risk across all product pillars.

Multilateral Trade Statement

Karla supports two-way and multilateral trade by delivering market intelligence, demand analysis, and behavioral insight to facilitate trade between Mexico, Latin America, Canada, and GTC Inc.'s global partner regions, including Europe and Asia.

Languages

Spanish • English • Italian • Catalan • French

MARTINE BOILY

Director, Leadership & Organizational Development
Global Trade Associate (Leadership, Team Coaching, Executive & Life Coaching)

Canada • North America • Global
(Supporting leaders, teams, and partners across GTC Inc.'s international network)

Profile Summary

Martine Boily is a senior leadership, team coaching, and executive development professional supporting GTC Inc.'s global trade network through leadership effectiveness, team alignment, and organizational transformation. She brings more than 25 years of global Fortune 500 leadership experience, including senior roles at Merck (MSD), where she led brand, sales, and change-management initiatives across Canada and international markets.

Martine is an ICF-accredited Executive Coach, trained in Ivy League-based Team Coaching through Brown University / ACT Leadership, and is actively pursuing her ICF PCC and ACTC credentials. Her coaching practice integrates evidence-based methodologies, systems thinking, and the ICF Core Competencies to support leaders and intact teams navigating complexity, growth, and change.

At GTC Inc., Martine supports executive coaching, leadership development, team coaching, and cross-cultural collaboration, helping leaders and teams operate with greater clarity, trust, and effectiveness as they work across borders, cultures, and high-stakes business environments.



Multilateral Trade Statement

Martine supports two-way and multilateral trade by strengthening leadership capability, team effectiveness, and cross-cultural communication across GTC Inc.'s global partner regions, enabling sustainable collaboration between Canada, Mexico, Latin America, and international markets.

Languages

English • French

NICO CORTES

Associate, Regional Partnerships & Cultural Liaison (Europe–Latin America)
Global Trade Associate



Canada • Mexico • Latin America • Europe • Asia • South Asia
Relationship development and cultural facilitation across partner regions



Profile Summary

Nico Cortes supports GTC Inc. as a regional associate focused on relationship development, cultural facilitation, and partner engagement between Europe and Latin America. Based in Prague, Czech Republic, and born and raised in Cochabamba, Bolivia, Nico brings a unique multicultural background shaped by Latin American, European, and international experiences.

His life and professional path span Bolivia, Singapore, the United States, and Europe. Nico holds a Bachelor's degree in Vocal Performance from the University of Central Arkansas and has spent over 13 years working in Prague as a professional tour guide, building strong interpersonal, storytelling, and cross-cultural communication skills while engaging daily with international visitors, institutions, and businesses.

At GTC Inc., Nico supports early-stage relationship building, cultural context alignment, and regional coordination for European and Latin American partners. His role strengthens trust, communication clarity, and cultural understanding in cross-border engagements, supporting GTC's broader trade and partnership initiatives.

Multilateral Trade Statement

Nico supports two-way and multilateral trade by facilitating cultural understanding and relationship development between Latin America, Europe, and GTC Inc.'s global partner regions, enabling trust-based international partnerships.

Languages

Spanish • English • Czech

JOHN RAYMOND MALINOWSKI, MBA

President & Founder
Executive Leadership

Canada • Mexico • Latin America • Europe • Asia • South Asia
(Global oversight and strategic leadership across all GTC partner regions)

Profile Summary

John Raymond Malinowski is the President and Founder of GTC Inc. (Global Trade Connect), providing executive leadership across the company's global trade, partnership, and advisory activities. He brings more than 30 years of international experience spanning manufacturing, global sales and marketing, human resources consulting, executive leadership, and cross-cultural communication.

John previously grew a multi-million-dollar manufacturing enterprise for nearly three decades, overseeing global sales expansion into more than 40 international markets across North America, Europe, Asia, and Latin America. His leadership included product development, international distribution, organizational growth, and representation at global trade shows and industry associations.

In addition to his trade and manufacturing background, John is a Certified Executive Coach (Canada Coach Academy, ICF-aligned), an experienced Business English professor, and the Founder of Magdalena Language and Life Coaching. Through this work, he supports executives, managers, and professionals worldwide in leadership development, communication effectiveness, and cross-cultural performance.

At GTC Inc., John provides strategic oversight, partner alignment, governance, and relationship leadership across all regions and product pillars, ensuring that GTC operates as a disciplined, ethical, and trusted global trade platform.

Multilateral Trade Statement

John Raymond leads two-way and multilateral trade initiatives by guiding strategic partnerships, governance, and market alignment across Canada, Mexico, Latin America, Europe, Asia, and South Asia within GTC Inc.'s global trade network.

Languages

English • Spanish

