

# Nicolás Schubert

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## LINKS

<https://nicolasschubert.com>

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## PROFILE

Highly motivated Lawyer and Senior Policy Expert eager to leverage unique technology expertise in international law, negotiations, international relations, public policies and digital development. Additional strengths include telecommunications, electronic commerce, public Internet policies, competition and intellectual property. Adept at strategic communications with technical teams.

Expertly advocates for client interests, while identifying legal strategies, develop compliance procedures, assess risks, and identify courses of action. Ongoing success through a multicultural background applied to international treaties, trade agreements, government and public management. Proactive in managing and directing people through excellent interpersonal and soft skills.

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## EMPLOYMENT HISTORY

Jul 2019 — Present

### HEAD, Department of Digital Economy, Undersecretariat of International Economic Affairs, Chile

Santiago, Chile

*Selected for lead role providing Department with strategic direction for the Digital Economy development on international trade. Championed the implementation of a regional digital market in the Pacific Alliance.*

#### Selected Accomplishments:

- Advocated for Chile as representative on agendas vital to its economic future: Multi and Plurilateral forums (Pacific Alliance, APEC, WTO, G20) and before the Internet and Jurisdiction Network.
- Delivered consistent value to the organization while identifying key outcomes design strategies for actionable items including research, case studies, solutions architecture, and improving best practices.
- Recruited expert teams to serve and determine priorities for negotiations.
- Provided crucial advice on policy and implementation plans for international trade negotiations.
- Empowered team members with particular chapters to be negotiated for 5 parallel negotiations; successfully concluded all 5 negotiations.
- Directed negotiations, implementation, and follow-through of international treaties, including Digital Economy Partnership Agreement, Chile-European Union, Chile-Argentina, in telecommunications and digital trade, with an emphasis on data issues, encryption and net neutrality.
- Drove forecasting, utilizing a grasp of technology; oversaw project design, management and implementation of complex public policy issues; maintained strong decision making, influence and positive outlook to teams.
- Provide direction for the department; communicate with other departments and stakeholders to keep everyone updated.
- Advise the organization on digital transformation issues.

Jan 2019 — Mar 2020

### CHAIR, Digital Economy Steering Group (DESG), Asia Pacific Economic Cooperation (APEC)

*Selected to lead the APEC Digital Economy group and implement the Digital Economy Roadmap.*

#### Selected Accomplishments:

- Supported preparation of the 2019 APEC Economic Policy Report; focused on structural reform and the digital economy.
- Coordinated and collaborated with other APEC bodies and groups in preparation for a comprehensive work program on future implementation of the Internet and Digital Economy Roadmap.
- Liaised with key senior officials and other stakeholders while contributing to the strategic development of policy initiatives and campaigns.
- Developed additional areas of work with regard to the Internet and Digital Economy Roadmap addressing the rapid development of digital technologies.

Oct 2018 — Jul 2020

### SENIOR ADVISOR, Services & Investments, General Directorate for International Economic Affairs (DIRECON)

Santiago, Chile

*Chosen for outstanding skill in the negotiation and implementation of international agreements targeting telecommunications & e-commerce. Delivered concise recommendations and solutions for teams in creating international policies.*

#### Selected Accomplishments:

- Coordinated the "Digital Society" priority for APEC 2019 (e.g. capacity building workshops on cutting-edge developments in international investment policy and practice; its impact on the attainment of sustainable development goals).
- Represented Chile in multi and plurilateral forums.

Jan 2018 — Oct 2018

**HEAD, Intellectual Property Division, General Directorate for International Economic Affairs**

Santiago, Chile

*Ensured and maintained direction for the negotiation of Intellectual Property chapters; focused on copyright, technological protection measures, limitations, and exceptions.*

Selected Accomplishments:

- Overtook the negotiation of Intellectual Property in the Chile-European Union modernization of the Association Agreement.
- Advocated for Chile in multilateral forums, including the World Intellectual Property Organization and World Trade Organization.
- Directed and guided the research and analysis of open data and intellectual property policy landscape, economics, industry dynamics, and related areas; recommended strategic development of open data policy initiatives and campaigns.

Oct 2016 — Jan 2018

**CHIEF OF STAFF, General Directorate for International Economic Affairs**

Santiago, Chile

*Principal Advisor to the Director-General on International Trade while providing direction and motivation.*

Selected Accomplishments:

- Primary contact between the Director-General and internal/external stakeholders.
- Facilitated the development of trade policies, including telecommunications, electronic commerce, and technology.

May 2012 — Oct 2016

**LAWYER, General Directorate for International Economic Affairs**

Santiago, Chile

*Recruited as a negotiator for international agreements on intellectual property, investments, services, telecommunications and electronic commerce.*

Selected Accomplishments:

- Successfully represented Chile in multi and plurilateral forums, including ICANN, APEC, WIPO, OECD, TiSA, TPP, Pacific Alliance, UNCTAD, WTO.
- Key role as collaborative representative of the Ministry of Foreign Affairs in multiple committees and working groups.
- Worked closely with external experts and communicators, including outside counsel, consultants, communications professionals, journalists, writers, academics.
- Conducted intensive research and case studies; leveraged knowledge of multiple, ongoing legal research; analyzed policy and legal issues.

Aug 2007 — May 2012

**Attorney, Private practice**

Santiago, Chile

- Litigated on behalf of clients on civil, constitutional, and commercial matters.
- Advised on telecommunications and technology policies.

**EDUCATION**

Apr 2018 — Mar 2019

**LL.M. in International Law – Investment, Trade and Arbitration, Universidad de Chile / Universität Heidelberg**

*Thesis: "The need to address the disconnection between trade and competition policies in a globalized world in light of a borderless digital economy."*

Mar 2002 — Dec 2006

**Bachelor of Law and Social Sciences, Universidad Central de Chile**

*Graduated Cum Laude*

**SKILLS**

Python

Beginner

Gnu/Linux

Experienced

**EXTRA-CURRICULAR ACTIVITIES**

Jun 2007 — Present

Localization coordinator, Mozilla

Santiago, Chile

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#### INTERNSHIPS

Feb 2007 — Nov 2007

Policy intern, Free Software Foundation Europe

Zürich, Switzerland

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#### LANGUAGES

English

Highly proficient

German

Highly proficient

Spanish

Native speaker

Portuguese

Working knowledge

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#### PUBLICATIONS

**La digitalización de la economía como una forma de democratizar la política comercial**

Santiago, Chile

*Latin American Journal of Trade Policy* (2020) doi:10.5354/0719-9368.2020.56355

**Intellectual Property and Future: a look from the digitalization process**

Santiago, Chile

*Revista Diplomacia* (2019)

**Next-generation networks and the challenges for the future of Chilean regulatory policy**

Santiago, Chile

*Actualidad Jurídica* (2013)

**Law and Economics of Law 20,453, which established network neutrality in Chile**

Santiago, Chile

*Universidad Central de Chile* (2012)