

Uxío Fraga Fraga

General Manager · Operating Partner · Venture Lead · Transformation Director · COO · Managing Director · Chief of Staff

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Spanish · 46 · Married · UAE residence visa



PROFESSIONAL SUMMARY

Operator whose specialty is driving progress and making things happen. I coordinate teams, decide by the numbers and unblock whatever stalls, hiring and trusting specialists when required. Industrial engineer mindset, obsessed with business margins and efficiency. Fluent in AI and quick to put it to work across a business.

CORE STRENGTHS

- Team leadership and cross-functional coordination
- AI, workflow automation and IT, hands-on
- P&L ownership and profitability
- Operational excellence and continuous improvement
- Resourceful problem-solving, quick to clear blockers

PROFESSIONAL EXPERIENCE

Founder & CEO, Idalian Soluciones S.L.

2017 - 2025 · Owner since 2025 | A Coruña, Spain

- Built and ran a profitable premium online education business
- Led teams of up to 22 people
- Ran the business on KPIs and data
- Managed corporate treasury, investing idle cash in markets at strong risk-adjusted returns
- Acted as COO, CFO, CTO and CMO as the business required, bringing in specialists to take the lead as it grew

Founder & CEO, Material (Miolo Desarrollos, S.L.)

2021 - 2025 · Owner since 2025 | A Coruña, Spain

- Took a tech product from concept to global market
- Raised 2M€ across two rounds
- Sales in 38 countries; opened subsidiaries in the US and India
- Kickstarter: reached funding goal in 40 minutes, closed at 700% of goal
- Placed product on Walmart Marketplace

Earlier Ventures

2009 - 2017 | Spain

- Founded and operated multiple digital businesses

EARLY INDUSTRIAL CAREER

Industrial engineer · 2007 - 2012 | Spain

Production Shift Manager, Chemical plant, Port of Ferrol

Ran the entire biodiesel plant during shifts: full responsibility for production, team and output.

Shift Supervisor, Guardian Glass, Llodio

Led 30 operators in an industrial production environment.

EDUCATION

Industrial Engineering (6-year Master's-level degree), Universidade de Vigo, Spain

Research project on genetic algorithms for process optimization, North Carolina A&T State University, USA

SPEAKING & RECOGNITION

Public speaker and media contributor (press, TV, radio, podcasts)

Featured in Forbes Spain

LANGUAGES

Spanish (native) · English (professional working proficiency)