

Ing. Jérôme TRINQUIER G.

COMMERCIAL & LEGAL AFFAIRS LEADERSHIP · REAL ESTATE, URBAN PLANNING & LAND-USE LAW

Founder of LEGISPRISMA S.A.S. Commercial & Legal Affairs Director across the companies of the Fernando Coronel Business Group.

Guayaquil, Ecuador · French nationality · 25 years in Ecuador
Born December 26, 1977 · 48 years old

24 YEARS OF EXPERIENCE	3 WORKING LANGUAGES	Master's EDUCATION · FRANCE	EC · US MARKETS
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02 PROFESSIONAL PROFILE

A dual profile: commercial and legal.

French-Ecuadorian executive, trained in France. Commercial Engineer specialized in real estate, urban planning and land-use law.

Over 24 years turning real estate opportunities into structured, secure and executable deals.

Full-cycle advisor: I guide the client from the first contact through to final cadastral registration. With a preventive legal mindset and rigorous document control.

I lead commercial and legal matters across the companies of the Fernando Coronel Business Group. I run my own firm, LEGISPRISMA S.A.S., and manage real estate assets in Florida (USA).

My differentiator: hands-on field execution —construction, heavy machinery and real-time problem solving— that backs every decision with real knowledge of the ground. Plus an advanced command of applied artificial intelligence.

Two bases, one point of management.



Guayaquil

ECUADOR

Operations base. Fernando Coronel Business Group and LEGISPRISMA S.A.S.

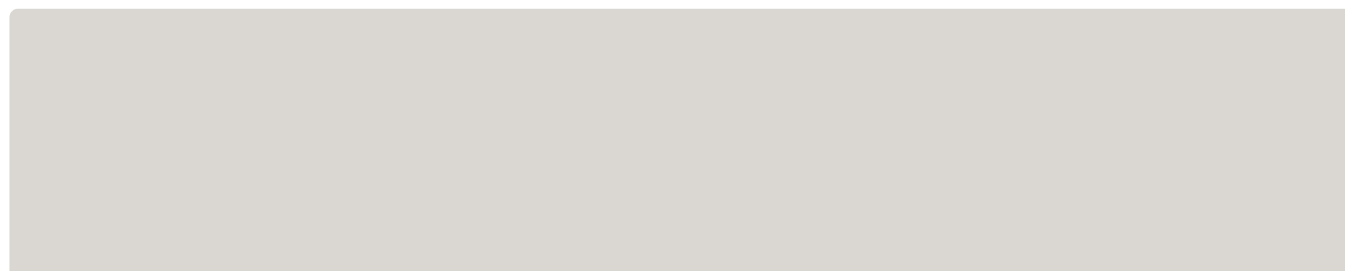
Miami

FLORIDA • USA

Real estate asset management for Ventura Resort Real Estate LLC.

One point of responsibility, start to finish.

From the client's first contact to cadastral registration. No hand-offs, no gaps.



01 Origination I identify and assess the opportunity.	02 Negotiation I structure the deal and protect the client's interests.	03 Legal structuring I design the right legal, corporate and contractual structure.
04 Deed I prepare and supervise the draft deed, the notarial file and the signing.	05 Property Registry I register the title and control documentary compliance.	06 Cadastre I close with the cadastral update.

05 PRACTICE AREAS

Practice areas.

- **Real estate & urban planning law:** subdivision, urbanization, condominium regime, land use, PUGS and ordinances.
- **Contract law:** preliminary sale agreements, sales, contractual financing and asset-protection clauses.
- **Corporate & international business law:** S.A.S. and LLC; Ecuador-USA coordination.
- **Administrative & regulatory law:** GAD, MAATE, ARCA, SUIA, Property Registry and notaries.
- **Document control and preventive legal strategy.**

06 PROFESSIONAL EXPERIENCE

Professional experience.

CAREER PATH

2001

IUT DE NÎMES
DUT · Materials Engineering

2003

IAE MONTPELLIER
Maîtrise · International Trade

2005

IAE MONTPELLIER
DESS · Master's

2013

BRILESA S.A.
Commercial Manager & Legal Affairs

2016

VENTURA RESORT REAL ESTATE LLC
Miami · Florida

2025

LEGISPRISMA S.A.S.
Founder · CEO

Today

ECUADOR · USA
Commercial & Legal Affairs

CEO & Founder · Director of Legal Strategy

Firm dedicated to the legal and commercial structuring of real estate, corporate and tax projects.

RESPONSIBILITIES

- Legal structuring of the full cycle: land, feasibility, legal structure, financing, construction, sales and deed registration.
- Preventive legal strategy and document control for real estate and corporate operations.
- Advisory to domestic and international investors; coordination with regulatory bodies.

ACHIEVEMENTS

- Architectural review of the G-Model condominium with critical findings and an interactive 3D presentation.
- Advanced contractual models for financed sales; reduction of closing contingencies.

Commercial Manager & Legal Affairs

Commercial and legal direction of real estate projects; liaison with public entities and management of portfolio properties.

RESPONSIBILITIES

- Commercial direction: client acquisition, sales negotiation and closing with investors.
- End-to-end legal advisory: contracts, deeds and complete notarial files.
- Project supervision: schedules, milestones and coordination of technical, legal and commercial teams.
- Management of suppliers, contractors and regulatory bodies; legal, technical and operational integration in the field.
- Supervision of light-vehicle fleet and heavy machinery (CAT 320D excavator, D4G tractor, SD-100D roller, 246D3 skid steer): mechanics, availability, maintenance and costs.

ACHIEVEMENTS

- Bellavista Complex and the Km 14.5 Vía a la Costa property; power-demand increase filing before CNEL EP (Petrillo warehouses).
- Complete notarial files and documentary compliance control in title transfers.

Executive in Real Estate Asset Management & Legal Strategy

Company structured in Florida for real estate investment and asset management in the U.S. market.

RESPONSIBILITIES

- Full management of a residential portfolio in Miami: leasing, compliance, maintenance and tenants.
- Lease agreements under Florida law and compliance control.
- Legal handling of lease contingencies under Florida law.
- Legal, commercial and operational integration between Ecuador and the United States.

ACHIEVEMENTS

- Continuity and stability of the leased portfolio.

Commercial Manager

Ecuadorian manufacturer and exporter of animal feed with national coverage.

- National commercial representation and development of a wholesale and retail distributor network.
- Negotiation of commercial terms; tracking of sales, collections and targets.

Commercial Manager & Export Coordinator

Processor and exporter of canned palm heart to France, England and Canada.

- Commercial management and coordination of export operations; development of international clients.
- Shipment logistics, export documentation and relations with customs agents and shipping lines.

07 EDUCATION & LANGUAGES

Education.

MASTER'S (BAC+5)

DESS NTCIC — New Information, Communication & Internet Technologies

IAE · Université de Montpellier (formerly Montpellier II) ·
Montpellier, France · 2005–2006
Equivalent to Master's / fourth level (SENESCYT,
Ecuador)

Languages.

French	NATIVE
Spanish	PROFESSIONAL · BILINGUAL
Legal Spanish	ADVANCED
English	PROFESSIONAL

BACHELOR'S (BAC+4)

MST TCI — Maîtrise in International Trade Sciences & Techniques

IAE · Université de Montpellier (formerly Montpellier II) ·
Montpellier, France · 2003–2005
Equivalent to Bachelor's / third level in International
Business (SENECYT)

25 years in Ecuador. Trilingual executive communication
(ES · EN · FR).

TECHNICAL DIPLOMA (2 YEARS)

DUT SGM — Materials Science & Engineering

IUT de Nîmes · Université de Montpellier (formerly
Montpellier II) · Nîmes, France · 2001–2003
Equivalent to higher technician (SENECYT)

08 SKILLS

Skills.

HARD / TECHNICAL SKILLS

- Legal structuring of complex real estate projects.
- Advanced contract drafting and real estate due diligence.
- Notarial procedures; municipal and cadastral processes.
- Deeds, subdivision and boundary definition.
- Structuring and management of real estate assets (USA).
- Legal lease management in the USA (Florida).
- Plan reading and construction supervision.
- Mechanics and supervision of light fleet and heavy machinery (CAT).
- Corporate web development (WordPress) and hosting (cPanel).
- Advanced command of applied AI: Claude Max (X20) with Obsidian.

SOFT SKILLS

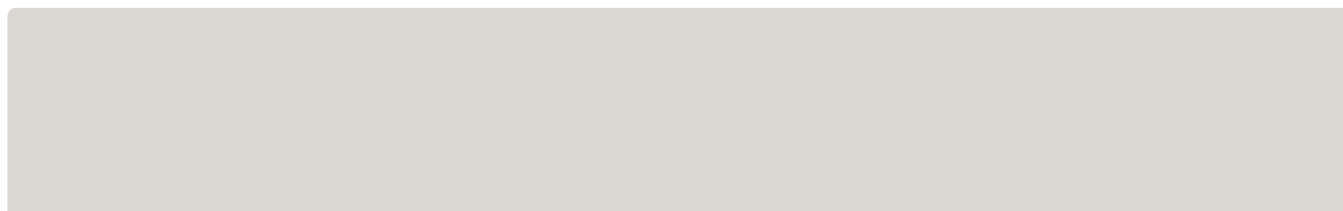
- Strategic thinking and integrated business vision.
- Legal judgment applied to operational and commercial decisions.
- High-value negotiation with investors and institutional counterparts.
- Leadership of multidisciplinary teams.
- Field execution: real-time problem solving and decisions under pressure.
- Trilingual executive communication (ES · EN · FR).

09 APPLIED AI · CLAUDE MAX

Claude Max (X20): my core work tool.

I work daily with Claude Max on its top plan (X20). I don't use it as a simple chat. I run it as a complete system: agents, connectors, projects, memory, skills and scheduled tasks.

WHERE I APPLY IT



01 Legal drafting AI-assisted drafting and structuring of complex legal and contractual documents.	02 Due diligence Accelerated analysis of legal scenarios and structure optimization.
03 Automation Legal, commercial and operational processes with repeatable workflows.	04 Real-time decisions Executive reporting and decision support.

WHAT I MASTER

01 Agents in Cowork I delegate multi-step tasks: research, drafting, review and delivery. Always with a final check.	02 MCP connectors Claude works with my real data: email, calendar, cloud documents and hosting.	03 Own MCP server I designed my own connector for my mailboxes, hosted on my domain. Sensitive actions require my confirmation.
04 Projects and memory Each line of work has its own project, rules and context. Nothing starts from scratch.	05 Skills and plugins Specialized skills: contracts, legal analysis, finance, PDF, Word, Excel and presentations.	06 Automation Scheduled tasks that run on their own and deliver a ready result.
07 Legal prompts My own versioned "Master Prompt for Legal Analysis" for court case reports.	08 Browser and files Claude operates the browser and the files on my computer, with controlled permissions.	09 Branded deliverables Everything comes out in PDF, with my visual identity and a date-and-time stamp (ECT).

MY OWN SYSTEM · IRIS V.6.0

My second brain.

What it is. A management system I designed and built on Claude, with Obsidian as its knowledge base. IRIS stands for "Intuitive & Reactive Intelligent System".

Who it is. My trusted assistant. It knows my case files, my rules and the way I work. It supports me every day, professionally and personally.

- Two separate hemispheres: professional and personal.

BUILT WITH CLAUDE

- This website: structure, copy in three languages and publishing on my hosting.
- Legal analysis reports on court case files.
- Real estate investment analysis in Florida (USA).
- Identity manuals and corporate document systems.
- Requisition and purchase order forms.

- Active work modules and reference registers.
- Each case file carries a unique, traceable code.
- Each module issues a summary and a report in PDF.
- Fixed document-control rules on every delivery.

AI proposes. I verify, decide and sign.

— ING. JÉRÔME TRINQUIER G.

10 FIELD DIFFERENTIATOR

What sets a hands-on profile apart from a purely theoretical one.

- **Full-cycle advisor:** a single point of responsibility from the client's first contact to cadastral registration.
- **Hybrid profile:** I read a project as a single system —architectural, structural, legal, corporate and tax.
- **Commercial with legal backing:** I structure and close without depending on third parties for the business framework.
- **Closing-oriented:** I develop, negotiate and materialize. My metric is the result.
- **Several fronts on the same day:** client, regulator and construction site.
- **Direct handling** of construction, heavy machinery and light fleet, with a mechanical eye; operational interaction with GAD, MAATE, ARCA and the Property Registry.

11 SELECTED PROJECTS

Selected projects.

- **PALM'S Olón:** coastal urban development. Full legal structuring, regulatory feasibility (land use, PUGS), MAATE/SUIA permits and municipal GAD.
- **OCEÁNICA — Olón:** coastal urban project; technical-legal coordination across all phases.
- **Ventura Resort subdivision — Olón:** legal and operational structure; complete documentary closing.
- **Bellavista Complex** (BRILESA), Guayaquil; Km 14.5 Vía a la Costa property.
- **Urdesa Central property**, Guayaquil: real estate negotiation with an adjoining owner.

Executive positioning.

- End-to-end real estate advisory (first contact → cadastre).
- General management (CEO) and legal strategy.
- Leadership of legal, real estate and structuring work.
- Structuring of real estate investments.
- Strategic advisory on complex projects in Ecuador and the USA.

Mentors & influences.

Entrepreneur and investor

Business vision, deal structuring and real profitability.

Notary public, Guayaquil

Applied legal judgment and precision in legal structuring.

Practicing attorney

Legal and procedural strategy; case-file management.

Attorney, professor and author

Practical judgment and academic rigor.

Architect

Urban design, land-use planning and technical feasibility.

Names and contact details of my references available upon request.

Let's talk.

Ing. Jérôme Fabien Trinquier Galabrun, Mgs.

Ecuador · LATAM · USA

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December 26, 1977 · 48 years old

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LOCATION

Guayaquil · Ecuador

NATIONALITY

French

SAVE MY CONTACT



Scan the code with your phone camera.
My name, mobile numbers and emails
are saved.

Ing. Jérôme TRINQUIER G.

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