



Carlos Gutierrez, Business Development Manager, U.S. Department of Energy – Office of Minority Business Development

Carlos Gutierrez was born and raised in San Antonio, TX. Mr. Gutierrez joined the Department of Energy in January of 2017 as a Business Program Manager in the Office of Minority Business and Economic Development within the Office of Economic Impact and Diversity. Prior to his current role, Mr. Gutierrez worked with the Minority Business Development Agency (MBDA), a bureau of the Department of Commerce, as a Strategic Alliances/ Innovation Ecosystem Specialist. At MBDA he was project lead for the agency’s Inclusive Innovation Initiative (I3) which increases engagement between federal laboratories and minority owned businesses. Prior to joining MBDA, Mr. Gutierrez served as the Director of The Texas Veterans Business Outreach Center with a service area consisting of the five states in SBA region VI; Texas, Arkansas, Louisiana, New Mexico, Oklahoma. He lead a staff that assisted aspiring Veteran business owners with technical assistance such as preparation of business plans, development of financial projections, gap analysis, training, and mentorship.

Mr. Gutierrez started his career with four years of service in the United States Marine Corps working in the field of logistics. He completed two tours overseas, one of which was in support of Operation Iraqi Freedom in the Persian Gulf. Subsequently, Mr. Gutierrez held roles in the private sector to include several years as an Executive Team Leader with Target retail stores and Adjunct Professor of Entrepreneurship at The University of Texas – Rio Grande Valley. Additionally, Mr. Gutierrez is the founder of three companies and serves as an advisor for three nascent stage tech startups. He has written and co-written grants applications that have been awarded a total of 1.73 million dollars. Mr. Gutierrez holds a Bachelor of Business Administration in Management from The University of Texas – Pan American, a Master of Business Administration from the University of Phoenix, and a Master of Science in Technology Commercialization from The University of Texas at Austin.

Carlos Gutierrez has a background in Business Development and program management in the private sector, state government, federal government, and non-profit space. Carlos is a Strategic Alliances Practitioner who has dedicated more than 10 years to advocating and developing small, veteran, and minority businesses through technical assistance, consultancy services and access

to capital. His current role involves relationship cultivation, business development, workforce development, development of teaming relationships, and preliminary business assessment.

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