

ANDES EDGE CONSULTING LLC

Strategic Finance · Digital Transformation and AI · Mergers and Acquisitions · LATAM Expansion

San José, Costa Rica

San José, Costa Rica, 30 June 2026

LETTER OF RECOMMENDATION

To whom it may concern:

I am pleased to recommend, without reservation, Álvaro Cabello del Castillo, who completed his MBA internship at Andes Edge Consulting LLC over a period of four months, between March and June 2026, under my direct supervision as Managing Partner of the firm. Álvaro is pursuing his MBA at Universidad Europea de Madrid and joined us with previous professional experience at PwC, a combination that was evident from his first day of work.

Andes Edge is a young boutique consulting firm with demanding operational standards. We brought Álvaro on board under a model of structured autonomy: considerable independence in his day-to-day work and responsibility for specific deliverables each week. Álvaro not only adapted to this model but thrived in it. He demonstrated professional judgement uncommon at his career stage, a consistent ability to execute, and the maturity to take initiative without requiring constant supervision. When something was unclear, he resolved it; when he saw an opportunity for improvement, he put it forward with sound arguments.

Throughout the four months, Álvaro made tangible and lasting contributions to the company. His contributions included:

- **Analytical thinking and consulting rigour:** he applied frameworks used by major consulting firms, including the MECE principle, to audit and improve our internal procedures, raising the quality and consistency of our documents.
- **Business development and prospecting:** he designed and documented our prospecting approach, identified real patterns in the SME market in Costa Rica, and left an operational manual that the company continues to use.
- **Marketing and positioning:** he built our LinkedIn content workflow, editorial calendars, a low-budget marketing strategy, and more professional and consistent brand materials.
- **Product and user experience:** he carried out detailed audits of our digital platform and website, with specific recommendations that we implemented.
- **Strategic vision:** he delivered an honest, well-supported external assessment of the business that now guides our growth decisions.

Beyond his deliverables, what I value most about Álvaro is the person behind the work. He is proactive, reliable, and professional in his dealings with clients and partners. He integrated naturally into a close-knit working culture, offered his opinions respectfully, and was able to adapt to a context, the Costa Rican and Latin American market, different from that of his European education. This versatility, combined with his fluency with artificial intelligence tools and his solid business foundation, makes him a professional prepared for demanding and changing environments.

For all these reasons, I recommend Álvaro Cabello del Castillo with the greatest enthusiasm to any organisation or programme he chooses to join. Any team that brings him on board will gain a capable, principled colleague with vision. I remain fully available to anyone who wishes to discuss this reference further.

Sincerely,

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Riley Doudna
Managing Partner
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