



World Credit Congress & Exhibition
The Global Summit for Credit and Collection Professionals
MAY 14-16, 2013 - JOHANNESBURG - SOUTH AFRICA



Luis Eduardo Pérez Mata

General Director, International Collections Manager

One of the world's most recognized speakers and business man in the credit management field, Luis Eduardo Perez Mata holds the Master Credit Executive designation issued by the Society of Certified Credit Executives of the ACA International for whom he is also an instructor. With his certification on the Profit System of

B2B Credit Management by A/R Management Group, he is the Managing Director of the Profit Centered Credit Group.

Luis is founder, partner and CEO of the ICM Group in Mexico with its subsidiaries, ICM Events, specializing in the organization of international forums and congresses in credit and debt recovery and ICM Training, specializing in develop training programs for A/R Management.

President of the organizing committee of Conacre, the National Congress of Credit and Collections in several countries in Latin America, he is also part of the Central American Congress of Credit and Collections.

Luis is the Founder and President of the steering committee of the World Credit Congress and Exhibition held in 2007 in Mexico City, in 2009 in Dublin, Ireland, in 2011 in Sidney Australia and will be in Johannesburg in 2013.

With 20 years of experience in qualitative analysis for computing credit risk and special negotiation of accounts receivable, he is an independent consultant and has taught training courses to more than 1000 organizations around Latin America including Credit Executive associations on topics related to accounts receivable management, motivation, leadership, team building and organizational development.

Luis is the author of the book Debt Collection Strategies and co-author of Assertive Negotiation – The New Vision in Debt Collections and The Best Kept Profit Secret.