



Carlos Magariños,  
Director – General

UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION



Carlos Alfredo Magariños has been Director-General of the United Nations Industrial Development Organization (UNIDO) since December 1997, when he was elected for a four-year term by an overwhelming majority of the Organization's 168 Member States—now 169 with the inclusion of South Africa—making him the first Argentine, as well as the youngest person, to head a United Nations specialized agency. In December 2001, he was reappointed as Director-General for a further period of four years at the Ninth Session of the UNIDO General Conference.

Within the United Nations family, UNIDO is responsible for reducing poverty through sustainable industrialization in developing countries and the economies in transition. The Organization also plays a key role as a global forum for competitive economies.

During his first term of office, the Director-General implemented an aggressive reform programme that has received worldwide recognition. Greater confidence in the Organization has brought full budgetary backing as well as an increase in voluntary contributions. The administrative and financial changes and the focusing on selective core services constituted a complete turnaround for UNIDO that could serve as a model in the multilateral system. A major priority for the Director-General in his second term of office will be to ensure and maintain excellent standards in the delivery of UNIDO's services.

**Professional experience** The Director-General's experience in industry and trade goes back well before his entry into the international arena. At the age of 31, he was named State Secretary for Industry and Mining of Argentina during the first term of President Carlos Menem (1993-1996). Previously he occupied the position of National Director for Foreign Trade (1991-1992)—awarded through public competition—and Under-Secretary of State for Industry (1992-1993).

In 1996 he became Economic and Trade Representative of the Argentine Government in Washington, D.C., with the rank of Ambassador and State Secretary, where he remained until elected Director-General of UNIDO.

**Education** After graduating from the National University of Buenos Aires with a master's degree in Business Administration, he was Associate Professor of Microeconomy (1986), Technical Coordinator in Research Methodology of Investigation (1987) and Assistant Professor of Foreign Trade Institutions (1989) in Buenos Aires. He studied in Italy at the International Development Law Institute in Rome where he followed courses on the structure of foreign debt negotiations (1990). He was also Associate Professor for Argentine and Latin American Economic Issues at Salvador University, Buenos Aires (1990) and taught on the subject of imports and exports by small- and medium-sized enterprises at the University of Belgrano, Buenos Aires (1990). In 1997, he studied mergers and acquisitions at The Wharton School of the University of Pennsylvania, United States of America.

**Public life** Carlos Magariños is the author of numerous articles and research works, and in May 1995 published the book, *El rol del estado y la política industrial de los '90* (The Role of the State and Industrial Policy in the '90s). Other notable publications include two books entitled *Reforming the UN*

*System: UNIDO's Need-Driven Model* (Kluwer Law International, the Netherlands); *Gearing Up for a New Development Agenda— Marginalization vs. Prosperity: How to Improve and Spread the Gains of Globalization* (United Nations publication) and the forthcoming publication entitled *China's Accession to the WTO—Industrial Development Implications for China, the Asian-Pacific Countries and the Developing World* (Macmillan Publishers, United Kingdom of Great Britain and Northern Ireland).

Both as UNIDO's Director-General and previously while representing Argentina, Carlos Magariños was invited to participate as a speaker and panelist in numerous forums and at many diplomatic and academic institutions worldwide. Lomonosov State University, Moscow, awarded him the title of Professor Honoris Causa for his contribution to the process of United Nations reform (1999). In 2000, he was awarded the title of Doctor Honoris Causa by the University of Economic Sciences and Public Administration of Budapest, Hungary, for his contribution to the development of modern approaches in the field of industrial development. In addition, he has received awards from various institutions and Governments including an Award for Performance in the year 2000 (Trophée des performances de l'année 2000) from the Institut Supérieur de Gestion (ISG) in Paris and, also in 2000, the Order of San Carlos from the Republic of Colombia. In March 2001, the University of Social and Business Sciences of Buenos Aires, Argentina, awarded him the title of Doctor Honoris Causa for his extensive and prestigious international activities and experience. In the same year, Mr. Magariños was honoured with the Order of Queztal by the Government of Guatemala. In March 2002, he received the Peter the Great International Award from the Russian Federation for his contribution to fostering economic and industrial cooperation with Russia.

He was nominated in December 2000 by the Secretary-General of the United Nations as a chairman of the High-Level Committee on Programmes of the United Nations System Chief Executives Board for Coordination (CEB).

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