

# BERNAL VILELA

Associate Director



## PROFILE

Surname: Vilela López

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Based:

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## Present position

Associate Director of *Poseidon Aquatic Resources Management Ltd.* and *Poseidon Aquatic Resources Management Europe Ltd.*, international consultancies specialising in fisheries, aquaculture and aquatic environment.

## Education

- 2010 – 2012 International master's degree in food, society and international food governance. *Open University of Catalonia, Spain*
- 2001 – 2003 Environmental sciences bachelor's degree. *University of the Basque Country, Spain*
- 1996 – 2001 Marine sciences bachelor's degree. *University of Vigo, Spain.*
- 2000 – 2001 Maîtrise de biologie des populations et des écosystèmes (Biology bachelor degree), Erasmus scholarship. *University of Littoral-Côte d'Opale, France.*

## Key professional skills

- Over 20 years of experience in fisheries and the maritime sector, with extensive work for FAO and international NGOs.
- Team leader and project manager, experienced in coordinating multidisciplinary teams and delivering complex assignments.
- Technical expertise in value chain analysis and development, marine resource co-management, sustainable fisheries development, small-scale fisheries, environmental impacts of fisheries and fisheries policies.
- Capacity building and training experience, including technical advisory support, institutional strengthening, and training delivery from small-scale fishers to senior Ministry of Fisheries officials.
- Project and programme management skills covering design, implementation, monitoring, and evaluation.

## Professional experience record

2025 – present	Poseidon Aquatic Resources Management Ltd.	<i>Associate Director</i>
2021 - present	FAO	<i>Fish Value Chain Expert</i>
2018 – 2021	Sustainable Fisheries Partnership	<i>Senior Program Manager &amp; Fisheries Improvement Advisor</i>
2016-2019	FAO	<i>International Fisheries and Environmental Consultant</i>
2018	World Bank	<i>International Fisheries Consultant</i>
2015-2016	FAO	<i>Fishery Officer/Chief Technical Advisor</i>
2014-2015	Rare	<i>FishForever Program Director</i>
2012-2014	Freelance consultant	<i>Fisheries/Aquaculture</i>
2010-2012	Aid, Exchange and Development Association	<i>Country Representative</i>
2008-2009	CETMAR	<i>Fisheries technical advisor</i>
2007-2008	Fundación Galicia Innova	<i>Project manager</i>
2005 / 2007	Spanish Institute of Oceanography	<i>Research Assistant / Scientific Fisheries Observer</i>
2004	Tragsatec	<i>Fisheries Observer</i>

## Other skills

<b>Language skills:</b>	Reading	Speaking	Writing	(1 - excellent; 5 - basic)
Spanish & Galician	Native	Native	Native	
English	5	4	4	
French	4	4	3	
Portuguese	5	4	4	
Italian	4	3	2	
<b>Technical skills:</b>	Computer literate – Word, Excel, Powerpoint			

## Geographic experience

Europe	Spain
Africa	Guinea-Bissau, Equatorial Guinea, Mozambique, Morocco, Namibia, Sao Tome and Principe, Senegal, The Gambia.
Asia	Vietnam, The Philippines.
Americas	Nicaragua
Oceans	North Atlantic (NAFO), South Pacific and the North Sea

## Partner / Client experience

International	EC, FAO, World Bank.
National and local government	Spanish Institute of Oceanography, CETMAR
NGO	Sustainable Fisheries Partnership, Rare, Aid, Exchange and Development Association

## Experience record

### Value chain analysis and development, market and trade

- **Guinea Bissau:** analysing the oysters value chain to design and implement its upgrading strategy (2025 to present)
- **The Gambia:** supported the analysis of the mangrove oysters value chain and designed and implement its upgrading strategy, which aims to improve resource and ecosystem management, develop aquaculture, establish new marketing channels/methods, and improve working conditions and the enabling environment. (2021 to present).
- **Sao Tomé and Principe:** conducted the analysis of the coastal pelagic value chain and designed and implement its upgrading strategy, which aims to improve resource and ecosystem management, professionalize the fisheries sector, enhance cold-chain infrastructure, facilitate access to finance, and establish new marketing channels. Facilitate global knowledge sharing and contributed to FAO guidance on sustainable aquatic value chains. (2021 to present).
- **Global:** contributed to the development of the “FISH4ACP – Developing sustainable aquatic value chains: Practical guidance for analysis, strategy and design” (2024)
- **Global:** contributed to the development of the “Sustainable Seafood Policy Toolkit for Seafood Suppliers and Buyers” (2021)
- **Global:** supported technical and managerial aspects of fisheries development projects in the Philippines, Ecuador, Indonesia, and Peru. Contributed to improving fisheries management through targeted supply-chain interventions (2020-21).
- **The Philippines:** supported the Philippine fishery industry in integrating environmentally friendly practices into seafood value chains through Fishery Improvement Projects (FIPs) to enhance stock sustainability and have better access to the United States markets. Conducted value chain analyses for snapper, grouper, and squid in the Calamianes region to inform sustainable management and market interventions. (2018-20)
- **Equatorial Guinea:** led the fisheries chapter of Equatorial Guinea’s Diagnostic Trade Integration Study. Conducting a comprehensive diagnosis of the national fisheries sector, assessing its institutional and regulatory landscape, identifying opportunities and constraints for export-led growth and provided recommendations on policy, institutional capacity, and infrastructure (2018)
- **Equatorial Guinea:** assessed post-harvest losses along the artisanal fisheries value chain, providing recommendations to improve product quality and reduce waste / Carried out a fish consumption survey and market preference analysis in Bata, the country’s most populated city, to inform sector planning and market development strategies (2017)
- **Mozambique:** analysed Mozambican artisanal fisheries product value-chain and livelihoods (2014).
- **Namibia:** analysed Northern Namibia aquaculture tilapia and catfish value-chains: identifying critical factors and proposing recommendations to improve the sector performance (2013).



- **Vietnam:** quality assurance of the report “Review of selected fish marketing chains and arrangements in Quang Nam and Thua Thien Hue provinces of Vietnam” (2011)

## Fisheries management and sustainability

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*Experience related to the management and sustainability of fisheries at global, regional and national levels.*

- **Equatorial Guinea:** strengthened the technical and scientific capacity of Ministry of Fisheries (MoF) staff to consolidate the national fisheries sampling program, enabling improved assessment and management of marine fisheries resources. (2016-18)
- **Equatorial Guinea:** Chief Technical Advisor – “Assessment of Marine Fisheries Resources in Equatorial Guinea”. Managed a national project to assess marine fisheries resources and strengthen the capacity of the Ministry of Fisheries (MoF). Provided technical guidance and hands-on training to MoF staff to improve fisheries data collection, monitoring, and management. Established a national sampling program to generate the data required for evidence-based stock assessment and fisheries management. Conducted the first artisanal fleet frame survey in Equatorial Guinea. Trained MoF personnel on sampling techniques, IUU fishing detection and prevention, and PSMA (Port State Measures Agreement) principles. Led annual planning processes, prepared detailed work plans, and oversaw budget execution and financial monitoring. (2015-16).
- **Mozambique:** Project Manager – “Small-Scale Fisheries and Climate Change”. Led the development and management of a project introducing rights-based artisanal fisheries co-management, using social marketing tools to address climate change impacts and improve small-scale fishers’ livelihoods. Facilitated project planning with Ministry of Fisheries (MoF) agencies; reviewed and aligned project work plans and budgets with national priorities. Adapted Rare’s MSc-level training curricula on social marketing and rights-based fisheries to the Mozambican context. Acted as focal point with the World Bank, Nordic Development Fund, and partner NGOs operating in Mozambique (2014-15).
- **Spain:** provided technical assistance on the recovery, management, and valorization of fishing discards from Spanish vessels (2008)
- **Spain:** designed the Master Plan for Galician inshore trawlers (2007)
- **Global:** reviewed and improved the Spanish Institute of Oceanography fisheries database with catches information from the Pacific, Atlantic and Indian Oceans since 1990 to 2002. (2007)
- **South Pacific:** collected catch and effort data and conducted biological samplings on board a longliner, managing the Spanish Institute of Oceanography to assess stock status (2005)
- **NAFO:** ensured vessel compliance with NAFO management regulations. Managed the Spanish Fishery General Secretariat database and reported information to the Secretariat headquarters (2004)
- **The North Sea.** Supported day to day work (fish sampling, laboratory activities, etc.) on IBTS’02/03 oceanographic campaigns in the North Sea, onboard Research Vessel Thalassa (2002/2003)

## Fisheries and marine project/policies identification, formulation and evaluation

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- **EU:** evaluated the impact of the Maritime Spatial Planning Directive (2014/89/EU) on fisheries and aquaculture in the English Channel and Bay of Biscay (2025)
- **Guinea Bissau and Mozambique:** conducted fact-finding missions to assess the potential of oyster and mussel value chains for EU-funded development support (2024)
- **Regional:** developed detailed criteria for selecting countries and localities to identify pilot areas for implementing a joint FAO-UNEP project aimed at improving fisheries and environmental management in the Southwest Indian Ocean. (2019)
- **Regional:** developed a detailed FAO Project Document for the project “Towards Sustainable Management of the Canary Current Large Marine Ecosystem (CCLME) – Initial Support to SAP Implementation.” Expanded the medium-sized project concept (MSP PIF) into a full proposal, drawing on technical documents, stakeholder consultations, and field interviews. (2018)
- **Equatorial Guinea:** identified and designed a fisheries and aquaculture sector development project for potential funding by the African Development Bank (AfDB), working in close partnership with AfDB specialists. (2017)
- **Equatorial Guinea:** identified and designed a Technical Cooperation Project (TCP) aimed at improving the artisanal fisheries value chain and enhancing the livelihoods of coastal communities. (2016)
- **Namibia:** conducted the mid-term evaluation of the project “SSC technical assistance programme between Namibia and Vietnam”. Making recommendations to improve overall design, strategy and work plan (2014).
- **Vietnam:** identified and designed rural development projects to apply for cooperation funds (EU, AECID, etc.) (2011)
- **Senegal:** identified and designed the “Integrated development plan for the council of Saint Louis, Senegal” to improve its coastal fisheries, sanitation and education sectors (2008)

## Traceability, food safety and market compliance

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- **Mozambique:** assisted Mozambique's Competent Authority in strengthening control systems for artisanal fishery products intended for export to the EU market. Provided technical guidance on implementing traceability systems and applying hygiene requirements in line with the EU "Hygiene Package." Designed training materials and delivered capacity-building sessions for inspectors, extension officers, middlemen, and artisanal fishers. Developed a comprehensive Standard Operating Procedure (SOP) for controlling artisanal fishery products supplied to EU-exporting companies. Prepared technical and financial reports and maintained regular communication with the SFP-ACP Programme Headquarters in Brussels (2008-09)
- **Morocco:** lecturer on the course "Implementation of ISO 22000:2005 in a fish processing factory" addressed to Moroccan Ministry of Fisheries staff in Rabat (2008)

## Aquaculture

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- **Nicaragua:** conducted a socioeconomic impact analysis of the biggest aquaculture company in Nicaragua: providing guidelines to improve its impact. (2012)
- **Vietnam:** Project Manager – "Extension and Promotion of a Rural Environmental Management Model Based on Good Aquaculture Practices (GAP)". Coordinated the development of a national GAP standard—approved by the Vietnamese government—aimed at ensuring food safety, animal health, and environmental and social sustainability in the aquaculture sector. Coordinated stakeholders, facilitated capacity-building actions, and supported the adoption of sustainable aquaculture practices at the rural level. (2010-2012)

## Other relevant information

### In addition to project reports, formally published documents include:

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- Neven, D., Walker, C., Lienert, A., Macfayden, G., Romuld, B., Vilela López, B., Hodzic, H., Kourgansky, A., Blanc, P.-P., Hett, K. & del Rio Poza, A. 2025. FISH4ACP – Developing sustainable aquatic value chains: Practical guidance for analysis, strategy and design. Rome, FAO. <https://doi.org/10.4060/cd2205en>
- de Labra, G., Vilela López, B., Prieto Porriños, G., Blanc, P.P., Vasta, A. & Anibal, O. 2024. The coastal pelagics value chain in Sao Tome and Principe: analysis and design report. Rome, FAO.
- Macfadyen, G., Vilela López, B., Thiao, D., Ward, A., 2023. The mangrove oyster value chain in the Gambia: Summary analysis and design report. Rome, FAO.
- Porriños, G., Lopes Cravid, M., e Vilela López, B. 2023. Recenseamento do setor da pesca artesanal e semi-industrial de São Tomé e Príncipe. Roma, FAO.
- SFP (2021). Sustainable Seafood Policy Toolkit for Seafood Suppliers and Buyers. New York: United Nations Development Programme.
- World Bank, 2019. Guinea Ecuatorial. Fomentando el crecimiento inclusivo mediante las oportunidades del comercio. Estudio de diagnóstico de la integración comercial. 212 p. (Author of the fisheries chapter).
- FAO, 2018. Evaluación de pérdidas postcaptura a lo largo de la cadena de valor de los productos de la pesca artesanal en tres puntos de desembarque de Guinea Ecuatorial, by B. Vilela López and D.E. Mañana Nchama. Fisheries and Aquaculture Circular No. 1.166. Rome, Italy. 50 p.
- FAO, 2016. Primer Censo de la flota artesanal marítima en Guinea Ecuatorial, by S. Cansado Marrero and B. Vilela López. FAO, Fisheries and Aquaculture Circular N°1.132. Rome, Italy. 52 p.