

CONNECT, INSPIRE, AND LEAD



Who She Is – [Lorena Valencia Rosales](#), Aviation and Corporate Partner at Sabag, Becker & Gerrit Cohen based in Mexico City, Mexico where she has led the firm’s international aviation practice since 2019. She previously worked for BJE Asesores, SC starting as a Junior Lawyer in 2015 and leaving as Partner, a position that she earned in 2018. She previously worked with K1 Speed México, Race of Champion, World Endurance Championship, and Formula 1 Mexico Grand Prix in a variety of legal advisory roles and interned with Dirección General de Aeronáutica Civil, Secretaría de Comunicaciones y Transportes (General Direction of Civil Aviation, Ministry of

Communications and Transport.) She is trilingual (Spanish, English, and French) and earned her law degree from Facultad de Derecho de la Barra Nacional de Abogados; Master degree in Constitutional Law and Amparo, by Facultad de Derecho de la Barra Nacional de Abogados; Diploma in Aviation Law from Instituto Tecnológico Autónomo de México (ITAM); Diploma in Legal English, by the Escuela Libre de Derecho; and French Course, by the Sorbonne University, Paris, France.

Why You Should Listen to Her – Lorena is a dynamic thinker who constantly thinks about ways to further her skills and those of others. She left a comfortable practice where she was a Partner to start the Aviation practice of her current firm and cultivate new clientele in the process. She stretches herself intellectually through her work on IAWA’s Marketing & Communications Committee at IAWA and serves as a writer at A21, a Mexican online newspaper that covers news and studies on national and international aviation. On a pro bono basis, she provides legal counseling and social assistance to Trueqmx, a Non-Profit Organization aimed at improving the living situation of vulnerable groups because of their age, sex, disability, and/or low economy, in respect of family, education, health and work.

In our podcast, Lorena speaks about what it means to not just be inspired, but to be motivated to engage and grow. She speaks about being a female leader in Mexico and how important it is to offer support to other women. She speaks about her involvement in IAWA and how it signals that a connection to an association is important to her clients because it highlights loyalty. She further speaks about being inspired by leaders who are younger than her and how she surrounds herself with people who give her feedback and hold her accountable. She also incorporates the ideas, wisdom, and thoughts of those she does not even know in her personal board of directors. When it comes to building diversity, she offers a unique perspective on what is needed: flexibility. This is because when we do things that are difficult, it makes us uncomfortable; however, that allows us to grow and become adaptable.

How You Can Apply Her Wisdom To Your Career – A few of the take-aways to contemplate:

- How are you being flexible in your thinking?
- What do you value when it comes to accepting challenges?
- How would you pursue a new opportunity that pushed you out of your comfort zone?

- How do you expand your skills that that have nothing to do with your day job that offer you opportunities to grow?