

# IPN Talent

## Navigates Irish Waters



A graduate of ESCA Santo Tomás works as a commercial executive at Irish Ferries, a shipping company dedicated to transporting tourism and cargo of different products.

Photo: Irish Ferries



*Diana Laura Dorantes Arévalo, graduate of the Bachelor's Degree in International Business at ESCA Santo Tomás.*

## ROCÍO CASTAÑEDA

From the island of Ireland—land of legends, castles, and lush green landscapes—a young graduate from the Instituto Politécnico Nacional (IPN) is proudly representing her alma mater. With determination, organizational skills, and resilience, she serves as an inspiration for future generations to explore new paths and seize international opportunities..

Her name is Diana Laura Dorantes Arévalo, an alumna of the School of Business and Administration (ESCA), Santo Tomás Unit, who earned her degree in International Business and has lived in Dublin for the past five years. She currently works as a commercial executive at Irish Ferries, a major shipping company operating a mixed business model with several vessels that transport both passengers and a variety of cargo.

Her main responsibility is managing commercial income related to Continental Europe, particularly ensuring the smooth transit of shipments from Cherbourg—one of France's key ports—to Ireland and the United Kingdom.

### DIANA LAURA'S ROLES AS A COMMERCIAL EXECUTIVE

Among her key duties is negotiating with clients across Europe. Her proficiency in Spanish gives her an advantage in managing important accounts in the region, contributing to the company's growth.

She also oversees roll-on/roll-off (ro-ro) operations, which involve cargo ships that transport wheeled cargo such as cars. Her role includes setting pricing strategies and building client relationships to increase freight volume.

Neither the cold climate nor the lack of sunlight—so different from what she was used to in Mexico City—diminishes Diana's passion for her work. She cherishes every moment, as earning her position was no easy feat. She is the only Mexican on a team composed primarily of Irish colleagues.

She understands the global significance of her profession. One of her greatest satisfactions is ensuring that people around the world have access to essential goods. "There's an entire process behind a single product: planning, production, packaging, transportation, tariffs. A lot of effort goes into making something available to a customer—like medicine—and in that way, I feel I'm contributing to improving lives," she reflected.

### A CHANGE OF PLANS

Diana's connection to the IPN was inspired by her father, which led her to choose it as her alma mater. In parallel with her degree, she studied English at the Foreign Language Center (Cenlex) and Celex Santo Tomás, driven by a desire to explore the world.

Her commitment earned her a spot in the IPN's student exchange program, through which she spent a semester at the National Taiwan University of Science and Technology (NTUST).

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The polytechnic studied for a Master's degree in Management at the National College of Ireland.

Upon returning to Mexico, she volunteered three times in IPN's social service brigades, where she worked on coffee and mezcal production projects in vulnerable communities—"an incredible experience," she remarked.

Encouraged by faculty, particularly Professor Paula Elizabeth Rodríguez, she also participated in the Delfin Program (Summer of Scientific and Technological Research of the Pacific), where she conducted a research project aligned with her thesis on bluefin tuna in Tijuana. She earned her degree with honors.

Originally planning to pursue graduate studies in South Korea, Diana traveled to Ireland to take the IELTS certification exam. However, the COVID-19 pandemic disrupted her plans and she was unable to return to Mexico. After overcoming numerous challenges, she began working and later completed a master's degree in Management at the National College of Ireland, graduating last year.

Looking back on her journey, Diana credits the IPN for laying the foundation. "My greatest lesson was having outstanding professors who always encouraged us to do research and pursue opportunities—even when resources were limited. They'd say, 'You can do it with this scholarship, or that project, or by studying this or that.' They gave me the confidence and tools to achieve my goals," she said.

She added that the IPN once awarded her a scholarship for earning a perfect 10 GPA in one semester, which allowed her to pay for her visa and passport to travel to Taiwan. "That motivated me a lot because I knew it would take me one step further," she recalled.

"At the IPN, there's a strong desire to grow. It gives you all the tools. There are opportunities—even if they're not always visible, I assure new generations they're achievable with effort, study, drive, and passion."

Diana continues to face challenges in the Emerald Isle, drawing strength from her support networks, discipline, and strong character, all while keeping her dream alive of returning to Asia—ideally to work in Singapore, one of the most important logistics hubs in the region.

In the meantime, she stays active with physical exercise and reading, and she is part of Wine Spirits Women, a group of women in Ireland's spirits industry who support each other in promoting their products. In her case, she helps a friend share his mezcal brand, using it as a way to showcase Mexican culture abroad.

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