



COPPEAD

UFRJ

FULL-TIME MBA 2017-2018

COPPEAD
UFRJ



THE BEST FULL-TIME MBA IN BRAZIL PRESENTS
ITS PROFESSIONALS TO THE MARKET



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A NOTE FROM THE DEAN'S OFFICE

"It is with great pride that the COPPEAD Graduate School of Business presents its newest graduates of the Full-Time MBA. These young and talented graduates accepted a great challenge when they came to study at our school and proved their worth and academic merit over two years of intense activities that prepared them to take prominent positions in leading organizations around the globe. They combine fierce willingness to work with comprehensive business training. In addition, they have the necessary ethical commitment to contribute for the betterment of our society, wherever their professional careers lead them. It will be through their professional success that our school will fulfill its mission. And, having them listed as our alumni prides the entire faculty and staff of this institute. Finally, speaking especially to those who have preceded them over these 45 years, I can assure you that they will add value to the diploma of all of us formed by COPPEAD."



ELAINE TAVARES, COPPEAD'S DEAN



"The Full-Time MBA is a unique program in Brazil. Unique for it is the only Full-Time MBA following international standards and fully delivered in English. Our students experience a truly global classroom. We train professionals fully prepared to face a fierce global job market. Similarly to the best Business Schools in the world, our program adopts the student-centered method, based on case studies, where they have to deal with complex business decisions and debate to reach an agreement. This process not only fuels a solid and enriching process of learning but also develops behavioral skills such as independent and factual thinking, negotiation and teamwork. COPPEAD graduates are unique assets to top companies. And it is with great joy and pride that I present the 2017 cohort to the Job Market. A brilliant and creative group."

ROBERTA CAMPOS, COPPEAD'S VICE-DEAN



THE COPPEAD GRADUATE SCHOOL OF BUSINESS

The COPPEAD Graduate School of Business is committed to excellence in its graduate business teaching and research for 45 years. As part of a public university, we aim to contribute to the development of Brazil by providing education to present and future business leaders, capable of performing highly both in the local and global environment, and to new faculty, who can disseminate and create innovative knowledge in business.

ALUMNI'S TESTIMONY



FABIO COELHO

CEO AT GOOGLE BRAZIL, VICE-PRESIDENT AT GOOGLE INC. AND FULL-TIME MBA ALUMNI

"The COPPEAD MBA was fundamental to my professional training. As an engineer, it helped me not only to build good relationships, but also to develop a systemic and structured vision of how to evaluate, plan, manage and understand the dynamics of industries and companies. Throughout my career, I have been able to prove countless times how COPPEAD is a center of excellence and a reference in education. "



LUIZ EDUARDO BAPTISTA

EX-PRESIDENT AT SKY AND FULL-TIME MBA ALUMNI

"The course teaches you how to think in a structured way, everyone who goes there learns to understand how important changes affect the competitive environment and the dynamics of their markets and are certainly able to contribute effectively to the evolution of the companies where they work. Without COPPEAD, I would not have gotten where I am today."



HENRIQUE MEIRELLES

EX-MINISTER OF THE ECONOMY, EX-PRESIDENT AT CENTRAL BANK, THE BANK OF BOSTON AND FULL-TIME MBA ALUMNI

"COPPEAD offers a training that prepares professionals capable of performing top-level work in any country in the world. I have no doubt saying that the master's degree I received from this institution was fundamental in my education."

CERTIFICATIONS AND RANKINGS

BRAZILIAN GOVERNMENT RECOGNITION

CAPES

In 2017, COPPEAD rose two scores and reached grade 6 (on a scale of up to 7) in the evaluation done by the Coordination of Improvement of Higher Education Personnel (Capes), linked to the Ministry of Education (MEC). The institution became the only business school of the federal public education system in Brazil to obtain this score in recognition of its excellence and its high degree of internationalization.



INTERNATIONAL RECOGNITION

FINANCIAL TIMES

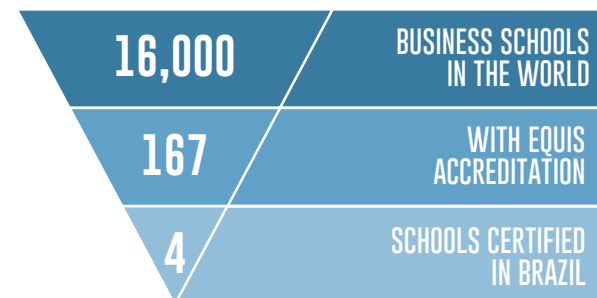
Designed to meet the highest international standards, the program has been listed 11 times in the Financial Times ranking of top MBAs, since 2001.



**Business School
Rankings**

EQUIS

Certified by EQUIS (European Quality Improvement System) since 2006. The stamp of approval is bestowed upon Business Administration and Management academic institutions that meet the international quality standards of the European Foundation for Management Development (EFMD).



AN INTERNATIONAL BUSINESS SCHOOL

COPPEAD STUDENTS PARTICIPATE IN EXCHANGE PROGRAMS
IN BUSINESS SCHOOLS ACROSS THE WORLD

SCHOOLS VISITED BY THE COHORT:

AMERICA

IPADE Business School (Mexico)
University of San Diego (USA)
Wharton (USA)

EUROPE

EMLYON Business School (France)
ESSEC (France)
IE Business School (Spain)
SDA Bocconi School (Italy)
CLSBE (Portugal)
The Lisbon MBA (Portugal)
RSM (Netherlands)
ZSEM (Croatia)
KU Leuven (Belgium)

ASIA

HKUST-Hong (Kong)
Shanghai Jiao Tong ANTAL (China)
SNU (Republic of Korea)
CEIBS (China)

The Full-time MBA Exchange Program is an inter-institutional program that receives and sends students from and to its partner business schools, during the second semester of each year, usually from end of July/August to before Christmas. The Exchange Program aims to offer participants a worldwide experience in an intercultural setting with top academic standards.

AN INTERNATIONAL BUSINESS SCHOOL

THE INTERNATIONAL CLASS ENVIRONMENT IS STRENGTHENED
BY THE COMBINATION OF DIFFERENT NATIONALITIES

COHORT COUNTRY OF ORIGIN:



AMERICA

Brazil
Ecuador
United States

EUROPE

Belarus
Germany
Italy
Portugal
Russia

ASIA

Bangladesh
China

MARKET INTEGRATION

CHAIRS OF RESEARCH

Knowledge production centers are research efforts in partnership with the important companies of the market. This approach is a tradition of American and European universities, and is something that COPPEAD has long implemented here in Brazil as well.

The chair's mission is to help companies in updating their knowledge in the current business scenario, predicting new trends and contributing to maintaining the level of international excellence in the generation of knowledge by the COPPEAD Institute, its faculty, and researchers.



SUMMER JOB

Our summer associate program is a partnership opportunity between companies and students of the Full-Time MBA, with the aim of finding creative solutions for specific projects in the organization.

The student is hired on to the company for a pre-determined period (8 to 10 weeks), where they apply academic concepts of strategy, finance, marketing and operations which were learned in the classroom. The student collaborates with the team in producing solutions to the firm's challenges.



MEET THE GRADUATING CLASS

ALEXANDRE CASEIRA
ALEXANDRE MONTEIRO
ALINA ORLOVA
ALVARO FIGUEIREDO
ANDRÉ F. CARNEIRO
ANDREI HERASIMAU
ANDRES MERCHAN
BRUNO E. DUARTE

BRUNO M. N. BARROS
CAITLIN E. SIMARD
CARLOS EDUARDO F. RUSSO
CHRISTIAN PIERCE
CLAUDIA DI MATTEO
DIEGO P. FONSECA
ELTON B. D. MUNIZ
FLORIAN KREMER-DIAS

FRANCISCO J. RIOS
IAN V. WALDRON
JOÃO MIGUEL MILANEZ
JULIANA FAZEH
LUCIANA CARVALHO
LUIZ OCTAVIO ROSEMBERG
MARCELLE E. FERREIRA
MARCELO D. W. SANTOS

MARCELO LEWIN
MARINA D. MANZANARES
MARINA G. BASTOS
MD MAFUZUL HUQ
RAFAEL TEIXEIRA
RAFAEL V. G. BASSANI
RENAN C. JUREVES
SABRINA T. ALVES

THAIS M. VIEIRA
THIAGO S. M. MELO
WILLIAM C. SOARES
ZHENG YUAN





ALEXANDRE CASEIRA

BRAZILIAN AND PORTUGUESE

+55 21 99728-1909

ALEXANDRECASEIRA@GMAIL.COM

 /ALEXANDRE-CASEIRA

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

University of Science & Technology (Hong-Kong)

Exchange program, 2018

UFRJ

Industrial Engineering, 2010

LANGUAGES

English



Portuguese



German



French



AREAS OF INTEREST

Entrepreneurship, Corporate Governance,
People Management, Corporate Finance,
Corporate Strategy

EXPERIENCE

Vatio Energias Renováveis Founding Partner

Rio de Janeiro, BR | 2016 - Now

- Developed innovative business model with no direct competitors in the region, following global benchmarks
- Analyzed market acceptance and pivoted the model as necessary
- Built a team of 5 and executed strategy to grow the business

Endeavor Brazil Head of Regional Office

Rio de Janeiro, BR | 2013 – 2016

- Led a team of 3 and a budget of 500K
- Supported local entrepreneurs, such as Grupo Trigo (Spoleto) and Beleza Natural
- Maintained and engaged network of mentors and donors
- Represented Endeavor in the media

The Boston Consulting Group Associate

Rio de Janeiro, BR | 2011 – 2012

- Consulted in different industries, such as O&G, mining, pharma, cosmetics/consumer goods and EPC
- Developed projects in different knowledge areas, such as KPI definition, governance model for subsidiaries, innovation, go-to-market & portfolio strategy and operational efficiency

IBM Incentives Analyst

Rio de Janeiro, BR | 2010

- Analyzed and approved sales teams' goals and attainments to release incentives and commissions' payment



ALEXANDRE MONTEIRO

BRAZILIAN AND PORTUGUESE

+55 21 99522-1272

ALEXANDREMONTEIRO121@GMAIL.COM

 /ALEXANDREMONTEIORJ

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

IPADE Business School (Mexico)

Exchange program, 2018

UFRJ

Bachelor in Economics, 2015

LANGUAGES

English



Portuguese



Spanish



AREAS OF INTEREST

International Business, Entrepreneurship,
Operations & Supply Chain, Project
Management, Strategy

EXPERIENCE

Shell Brasil Petróleo Ltda.

Analyst

Rio de Janeiro, BR | 2014 - 2017

-Coordination of the migration of treasury back office activities from Brazil to London through planning and leading training sessions in order to improve team performance on the new activities. Follow-up sessions during the critical initial phase allowed to mitigate risks and achieve pre-established KPI's

-Development of procedure guidelines and automated forms that were used on a daily basis to perform treasury operations, increasing its efficiency. The use of these tools also allowed to have a better control and management of the sensitive data held by the department

-Initiative to negotiate the overdue internal invoice payments. Through cooperation of employees from different group entities in more than 10 countries, Shell Brasil could receive more than 90% of the overdue amount that the company was entitled to

Intern

Rio de Janeiro, BR | 2012 - 2014

-Mapping bid round participation process. Accountabilities and actions of each step were identified and the processes awareness was increased through engagement with employees from different teams and levels

ADDITIONAL INFORMATION

COPPEAD Multicultural Projects: Consulting for Manserv

Volunteer work at Junior Achievements/ 2016

Math tutor for high school from 2010 to 2012

Work experience program in Virginia Beach (VA), USA, 2011 to 2012

Former Air force cadet, member of Judo and Football teams

Sports director of the Student Academics Society



ALINA ORLOVA

RUSSIAN
+7 965 764-9802
ALINA.BAGRETS@GMAIL.COM
 /ALINAORLOVA

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

GSOM/Saint Petersburg State University (Russia)

Bachelor in Management, 2014

LANGUAGES

English



Portuguese



Russian



AREAS OF INTEREST

Business Development, Business Ecosystem Analysis, Business Innovation, Strategic Planning, Emerging technologies, High Tech

EXPERIENCE

Mars inc. Business analyst and coordinator

Saint Petersburg, RU
2014 – 2017

- Was responsible for developing business and communication processes, and for setting and adjusting business goals. Lead marketing activities and new products' launches
- Provide market and performance analysis: Sales/Competition/New trends
- Develop fruitful relationships between sales, marketing and financial teams
- Define marketing goals and ensure they are met
- Prepare regular presentations for the management team
- As a NPL and BTL leader of the North region, was awarded for ensuring high results in marketing activities achieved by the team in 2016

ANCOR Banking & Financial Services HR Consultin

Saint Petersburg, RU
May – Oct 2013

- Was responsible for providing a wide spectrum of HR-consulting services
- Develop and execute HR strategic plan
- Define and implement innovative HR practices and technologies
- Achieved high results in development and integration of effective HR processes and technologies for one of the key partners

Northern Capital Gateway Intern in Business development dep.

Saint Petersburg, RU
May – Jul 2012

- Was part of the "Pulkovo Airport Development Project" that included construction of a new centralized passenger terminal and modernization of airfield infrastructure

ADDITIONAL INFORMATION

Master thesis "The current state of the space industry and the rise of astropreneurs, 2018
Volunteer for "Projeto Compartilhando", 2017
Fundação Getulio Vargas (FGV): exchange program, 2012-2013



ALVARO FIGUEIREDO, CFA

BRAZILIAN

+55 21 98234-5060

ALVAROHPDF@GMAIL.COM

 /ALVARO-FIGUEIREDO

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

IBMEC-RJ

Economics, 2011

LANGUAGES

English



Portuguese



Spanish



AREAS OF INTEREST

Banking, Capital Markets, Corporate Finance, Financial Services, Investment Management, Service Operations, Service Innovation, Strategy

EXPERIENCE

L6 Capital

MBA Summer Associate

Rio de Janeiro, BR | 2018

-Mergers and Acquisitions Advisory

-Financial Analysis and Valuation of privately held companies for client acquisitions

JGP

Senior Analyst of Investment Performance

Rio de Janeiro, BR | 2014 – 2017

-Daily P&L calculations by instrument, strategy and account for multi-asset classes

-Daily return and NAV estimates of all funds

-FX exposure and hedge management (USDBRL)

-Analysis of all trades and daily interaction with Portfolio Managers and other departments such as Risk Management, Investor Relations and Compliance.

JGP

International Back Office Analyst

Rio de Janeiro, BR | 2012 - 2014

-Confirmation, Processing and Reconciliation of all Credit Default Swap, Bond and International Futures trades.

-NAV reconciliation and validation of Foreign Currency (USD) Funds

-International Collateral and International Cash Flow Management

-Macroeconomic Analysis

-Analysis of trading strategies with local (BMF&Bovespa) Fixed Income, FX and Equity Derivatives

Personale Investimentos:

Macroeconomic and Derivatives Analyst

Rio de Janeiro, BR | 2011 - 2012

ADDITIONAL INFORMATION

COPPEAD Multicultural Projects: Consulting for Biotech Startup

Chartered Financial Analyst® (CFA), 2016

Universidad Carlos III Madrid: Exchange Program, 2010

Software: Microsoft Office, Bloomberg and Sophis



ANDRÉ FLUMINENSE CARNEIRO

BRAZILIAN
+55 21 98880-1991
ANDRECARNEIRO@ID.UFF.BR
 /ANDRÉCARNEIRO

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

KU Leuven (Belgium)

Exchange in Economics and Finance, 2018

UFF

Bachelor in Industrial Engineering, 2014

LANGUAGES

English



Portuguese



Spanish



French



AREAS OF INTEREST

Capital Markets, Corporate Finance,
Operations & Logistics, Strategy,
Entrepreneurship & Innovation, Project
Management

EXPERIENCE

Visagio

MBA Summer Associate

Rio de Janeiro, BR | feb-jun 2018

Subsea7 Ltda

Full Financial Analyst

Rio de Janeiro, BR | 2015 – 2016

-PLSV ships' revenue and cost management

-Approximate revenue of USD 700 million

-Approximate cost of USD 520 million

Subsea7 Ltda

Project Cost Control Junior

Rio de Janeiro, BR | 2015 – 2016

-Budget management by histogram in project management & engineering

-Transport and clearance of materials of Guará Lula NE project

-Approximated budget of USD 200 million

ADDITIONAL INFORMATION

St. Giles International Student Advanced English Course, 01/12 – 02/12, London – UK

Multicultural consultancy project at Andrade Gutierrez

Advanced Office

SAP

VBA for excel, PUC-RJ 2015



ANDREI HERASIMAU

BELARUSIAN

+55 21 98398-3620

ANDREI.GUERASIMAU@GMAIL.COM

[in](#) /ANDREIHERASIMAU

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

Belarusian National Technical University (Belarus)

BS in Information Technologies, 2010

Academy of Post-Graduate Education (Belarus)

BA in Modern Foreign Languages, 2010

LANGUAGES

English	»»»»	Spanish	»»»»
Portuguese	»»»»	French	»»»»
Russian	»»»»	Arabic	»»»»

AREAS OF INTEREST

Private Equity & Venture Capital, Valuation,
Mergers & Acquisitions, Management
Consulting, Supply Chain Management

EXPERIENCE

Rede Globo

MBA Summer Associate

Rio de Janeiro, BR | may-jul 2018

- Delivered and implemented a solution which optimized processes at one of the divisions
- Achieved 50% cost reduction and increase in service level from 80 to 96%

BZS

Supply Chain Manager

Caracas, VE | 2012 - 2016

- Coordinated large-scale supply chain operations for a big-size multinational construction company
- Was a leader of a team of more than 30 people
- Achieved results of 30% cost reduction and 25% lead time decrease
- Led strategic negotiations with contractors

Allied Testing

Software Engineer

Minsk, BY | 2010 - 2011

- Developed a project for Reuters.com
- Did optimization and software testing
- Worked closely with teams from UK, USA, Thailand, Russia

ADDITIONAL INFORMATION

Passed CFA Exam Level I

Solid knowledge and experience with SQL, C#, VBA, R,
Coppead Job Committee leadership/ 2018

Volunteered in projects of Cidadão pro Mundo/ 2017-2018

Did a management consulting project for a Brazilian startup in biotechnology together with students from University of San Diego (USA)/ Jan 2018



ANDRÉS MERCHÁN

ECUADOREAN

+55 11 99472-9081

AMERCHANTC@GMAIL.COM

[in](#) /ANDRESMERCHAN

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

Drury University (USA)

BA in Business Administration

LANGUAGES

English



Portuguese



Spanish



AREAS OF INTEREST

Strategy, Consulting, Marketing,
International Business, Supply Chain &
Operations

EXPERIENCE

Altios International

International Business Consultant

New York, US | 2015 - 2016

-Initiated contact and built a network between international clients and potential domestic partners in the US market.

-Spearheaded the creation of a subsidiary and introduction to partners to initiate operations in the United States.

-Helped acquiring a US company after conducting research on cross-border mergers and acquisitions.

-Targeted importers, distributors, and brokers to search for relevant partners.

-Maintained close contact with Economic Development Organizations, including government agencies, public private partnerships, and NGOs. Maintained an open line of communication with senior-level executives.

Pvilion Solar

Business Development Analyst

New York, US | 2014 - 2016

-Responsible for business development research, analysis and strategic planning to maximize growth and profitability.

-Identified potential markets, assessed potential business opportunities and deals.

-Expanded client base, maintained existing clients and crafted strategies for targeting new business.

Springfield Business Journal

Account Executive

Missouri, US | 2012 - 2013

-Processed all accounts payable and purchasing transactions including travel and business expenses.

-Marketing research on products, services and companies



BRUNO ELMÔR DUARTE

BRAZILIAN

+55 21 99121-4949

BRUNOELMORDUARTE@GMAIL.COM

[in](#) /BRUNOEDUARTE

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

Seoul National University (Republic of Korea)

Exchange Program, 2018

PUC-Rio

Business and administration, 2011

LANGUAGES

English



Portuguese



AREAS OF INTEREST

Strategy, Corporate Finance, Corporate Governance.

EXPERIENCE

ENGIE

MBA Summer Associate

Rio de Janeiro, BR | Feb-May 2018

- Developed an electricity demand and supply forecast model by electricity generation technology
- Analysis of the company and its competitors strategic positioning

Listazul.com

Co-founder & Partner

Rio de Janeiro, BR | 2016 - Today

- Marketing and sales strategy development for institutional clients
- Social media and Google Ads management

Fortilider Tubos e Conexões LTDA

Administrative Director

Rio de Janeiro, Brazil | 2011 - 2015

- Negotiation with suppliers and acquisition of products. Main supplier of PVC pipe and fittings to major projects such as Maracanã reform, Porto Maravilha and Comperj
- Elaboration of financial statements
- Development and implementation of strategic planning and KPIs
- Process mapping and management
- Sales team management

ADDITIONAL INFORMATION

Advanced Office

Applied Mathematics for Business tutor at PUC-Rio 2011

Volunteered at Benjamin Constant Institute 2007 and 2010



BRUNO MONTANDON N. BARROS

BRAZILIAN
+55 21 98172-2150
BRUNOPESCA77@GMAIL.COM
 /BRUNOBRARROS

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

Finances, 2013

UFC

Fishery Engineering, 2002

LANGUAGES

English



Portuguese



Spanish



AREAS OF INTEREST

Innovation Management, Intellectual Property, Project Management, Project Evaluation

EXPERIENCE

MECANECS

Founding partner

Rio de Janeiro, BR | 2015 - Today

- Management of a Company of Vending Machines
- Support in the activities of purchasing, prospecting new business and marketing.

Center for Mineral Technology CETEM

Manager of the Bureau of Technological Innovation

Rio de Janeiro, BR | 2013 – Today

- Support in the implementation of CETEM's Innovation Policy
- Intellectual property portfolio management
- Advisory in innovation and intellectual property issues

INCA Construções, Empreendimento e Serviços, LTDA Administrative and Commercial Advisor

Brasília, BR | 2011 – 2012

- Property search in judicial auctions
- Conducting administrative procedures to regularize the properties acquired

São Francisco Valley Development Company – CODEVASF

Analyst in Regional Development

Brasília, BR | 2009 – 2010

- Advising the management of territorial development in the section of fishery resources and aquaculture
- Responsible for the state of Minas Gerais in matters pertaining to fishing and aquaculture.

ADDITIONAL INFORMATION

Steinbeis SIBE – Innovation Management Professional

UNICAMP - Evaluation of Results and Impacts of R&D and Innovation

WIPO - Intellectual Property Management/Advanced patent practice

CIORD - UNB - Environment and Economic Valuation



CAITLIN ELIZABETH SIMARD

AMERICAN
+1 315 663-8902
CAITLIN.SIMARD@GMAIL.COM
 /CAITLINSIMARD

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

Georgetown University (USA)

BA in Spanish & Portuguese Studies, 2011

LANGUAGES

English



Portuguese



Spanish



AREAS OF INTEREST

Social Impact, Innovation, Strategy,
Consulting

EXPERIENCE

AstraZeneca

Global Sustainability Manager
2019

- Sustainability reporting, stakeholder engagement, strategy, disclosures, communications and website development

AstraZeneca

Global Sustainability Strategy & Engagement Intern
2018

- Materiality assessment, digital refresh, and benchmarking innovative practices

Instituto Dialog

Social Innovation Consultant
2015 – 2016

- Coordinated public policy research, in partnership with UN-Habitat, to stimulate social progress in Amazon rainforest
- Developed materials for a revised strategic environmental assessment, focusing on socioeconomic components
- Designed and managed participatory workshops on new public policies for public sector employees

Dialog Consultoria

Corporate Sustainability Consultant
2013 – 2015

- Created roadmaps and management guidelines for newly established sustainability department, focused on shared value creation investment programs
- Formulated sustainability strategies to be used by client's C-Suite in decision-making, based on scenario planning and risk analysis, including primary data collection, impact mapping, socio-economic data analysis, and data modelling
- Coordinated corporate workshops to elaborate stakeholder analyses and engagement plans, used to drive strategy and communication.

Deloitte

Business Analyst
2012 – 2013

- Elaborated risk analyses and compliance materials
- Analyzed internal procedures and developed methodological flow diagrams, to mitigate and remedy risk



BRAZILIAN

+55 21 99754-9207

CARLOSEFRUSSO@OUTLOOK.COM

 /CARLOSEDUARDORUSSO

CARLOS EDUARDO FRANCO RUSSO

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

Wharton, University of Pennsylvania (USA)

Exchange program, 2018

UFRJ

Industrial Engineering, 2014

LANGUAGES

English



Portuguese



Spanish



AREAS OF INTEREST

Asset Management, Investment Banking, Buyouts and Acquisitions, Valuation, Advanced Corporate Finance, Finance of Venture Capital, Financial Derivatives

EXPERIENCE

BNY Mellon | Pershing LLC

Fall Project

Pennsylvania, US | 2018

-Selected to participate in strategic project concerning future trends in Financial Industry

Transfero Swiss AG

Head of Investments

Rio de Janeiro, BR | 2017 – Now

-Led a team responsible for Investment Management via Discretionary Mandates of alternative/niche assets such as Bitcoin and other Utility and Security Tokens

-Offered 5 passive and active strategies from plain vanilla Bitcoin investment to replication of passive indexes

-Provided advisory services for early stage companies seeking to raise capital in Switzerland via Security Token Offerings

VC Fund Createc II

Investment Analyst

2017 – 2018

-Covered portfolio of early stage companies in the largest VC fund in Brazil, Createc II, with more than USD 200 Million in committed capital. Participated in board meetings in invested companies in different sectors such as HealthTech, RetailTech, Logistics, IoT

BTG Pactual

Global Trainee Program

2015 – 2016

-Selected in the BTG Pactual Global Trainee Program to rotate in different business areas of the largest independent Investment Bank in Brazil. Fund Management, Treasury, Risk, Finance and Operations were the business areas covered in the program

ADDITIONAL INFORMATION

Universitat Politcnica da Catalunya, 1 year exchange program, 2012-2013

Universidade Federal Fluminense, Commercial director of consulting club

Coppead – UFRJ, Recipient of the highest academic scholarship ("Bolsista Nota 10") in Master level Research



CHRISTIAN PIERCE

AMERICAN

+1 706 201-5623

CHRISTIAN.PIERCE@COPPEAD.UFRJ.BR

[in](#) /CHRISTIANPIERCE1

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

U.S. Military Academy at West Point (USA)

B.S. Economics, 2010

LANGUAGES

English



Portuguese



Arabic



AREAS OF INTEREST

Branding, Consulting, Entrepreneurship,
Marketing, IT

EXPERIENCE

TalentoTotal

Internship as Chief Operating Office

Bogotá, CO | Jan – Mar 2018

- Developed relationships with strategic partner's head office teams, global diversity leadership council, as well as with key subsidiaries in Colombia and Brazil

- Created academic curriculum, web content, and eligibility criteria for the TotalMBA program

United States Army Reserves

Captain

Fort Dix, NJ, USA | 2016 – 2017

- Responsible for operations of the Brigade Tactical Operations Center and planning, tasking, and resourcing of Brigade initiatives

- Coordinated activities and operations with other members of the command staff, including the Brigade intelligence, logistics, and communications officers

EisnerAmper,

Talent Development and Operations Manager

New York, USA | Jan – Jun 2016

- Managed Checkpoint Learning system for the EisnerAmper University (EAU) and Executive College which consists of 4,300 combined personnel

- Leveraged proven leadership experience to assist clients in achieving and maintaining 100% compliance for fiscal year 2015

United States Army

Captain

Bahrain, Jordan, Qatar, UAE, Fort Bragg, NC, USA 2010 – 2016

- Adviser to Senior Leadership (General and Field Grade Officers) on munitions and ground-based air defense systems

- Synchronized over 4,500 missions against ISIS

- Directed training, combat readiness, and discipline for 78 soldiers.

- Managed the maintenance, readiness and employment of \$221 million of equipment

ADDITIONAL INFORMATION

Harvard Business School Online: Credential of Readiness, 2019

Stanford Graduate School of Business: Stanford Ignite Certificate, 2018

Massachusetts Institute of Technology: Certificate in New Ventures Leadership, 2018

London School of Economics: Certificate in Poverty and Development, 2018

HarvardX: Certificate, Leaders of Learning, 2017

Dale Carnegie: Certificate, Leading Across Generations, 2016



CLAUDIA DI MATTEO

ITALIAN

+55 21 96501-0660

CLAUDIA.EN.DIMATTEO@GMAIL.COM

 /CLAUDIAMATTEO

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

University of Rome (Italy)

Master's degree in "Business Administration", 2009

University of Rome (Italy)

Economics, Finance and Law for Business Management, 2007

LANGUAGES

English



Portuguese



Italian



AREAS OF INTEREST

Corporate Governance, Human Resources, Management Consulting, Strategy

EXPERIENCE

Accenture S.p.A

Project Manager

Milan, IT | 2014 - 2015

-E2E coordination of IT demand process (budget allocation, plan definition, staffing and scheduling)

-E2E supervision of IT development process (planning and monitoring, issue and risk management, problem solving)

-Change Management

-Project revenues and costs monitoring

Deloitte Consulting S.r.l

IT Governance

Rio de Janeiro, BR | 2013 – 2014

-Definition of IT planning, accounting and monitoring strategies

-Gap analysis of the Client Management area processes

-New Operating Model definition, new processes design and monitoring

-Change Management

Deloitte Consulting S.r.l

Project Manager

Rome, IT | 2010 – 2012

-Business IT Strategy: Gathering, rationalization and planning of marketing requirements, Marketing and IT communication support

-Business Performance monitoring: KPI's monitoring, Gap Analysis and reporting, Business Review report

ADDITIONAL INFORMATION

Permanent VISA for Brazil

Personal skills and competences: Excellent planning and organizational skills, Goal-oriented, Excellent communication skills and team coordination, Proactive and leadership-oriented, High flexibility and adaptability in diverse working environments.

Technical skills and competences: Excellent knowledge of Windows and Office (Word, Excel and PowerPoint), Good knowledge of Visio and Project



DIEGO PAGANOTI FONSECA

BRAZILIAN

+55 21 97124-4065

DIEGO.PAGANOTI@GMAIL.COM

 /DIEGOPAGANOTI

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

IPADE Business School (Mexico)

Exchange Program, 2018

IBMEC

Economics, 2011

LANGUAGES

English



Portuguese



Spanish



AREAS OF INTEREST

Corporate Finance, Supply Chain, Business Analytics, Marketing

EXPERIENCE

Grupo Profarma S.A.

MBA Summer Associate

Rio de Janeiro, BR | 2018

-Developed a prioritization score rating tool to rank 23k SKUs in 6 different regions

-Proposed an economic ordering model, whose simulations indicated up to 38% and 75% cost and excess reductions

-Advised the company to quit a project (inventory transfer) due to low profitability (97% lower than estimated)

BX Capital

Corporate Finance Analyst

Rio de Janeiro, BR | 2016 – 2017

-Prepared application letter for a funding within government agency (waterway logistic project - capex R\$500 million), later approved

-Assessed the financial breakdown analysis of a Portuguese public traded company that was to be acquired by a Brazilian Client (valued at EUR 200 million)

Sete Brasil Participações

Sênior Project Finance Analyst

Rio de Janeiro, BR | 2013 – 2016

-Covenant control (for a total debt of US\$ 4.5 billions) and regular negotiation with banks

-Participated in negotiations for fund raisings totalling US\$ 2.4 billions

-Represented the company (along with executive managers) at the Latin Finance Awards 2014 in New York

Rio de Janeiro, BR | 2009 – 2013

-Treasury Analyst in 2 public traded companies

-Intern in Back-office and Equity research departments for 2 banks

ADDITIONAL INFORMATION

Dissertation in Data Science and Business Analytics fields using R programming, 2018-2019
Marketing Project (Brand Building) for Brazilian Company with San Diego University (USA) MBA students, 2018



ELTON BATISTA DANTAS MUNIZ

BRAZILIAN

+55 85 99901-0185 | +55 21 98944-8950

ELTONBDM@GMAIL.COM

 /ELTONBDM

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

The Lisbon MBA (Portugal)

Exchange Program, 2018

UFC

Business Administration, 2015

LANGUAGES

English



Portuguese



Spanish



AREAS OF INTEREST

Strategic Finance: Business Valuation, Mergers & Acquisitions, Restructuring, Project Finance.

Costs: Operating and Capital Expenditures, Budgeting, Taxation, Overhead Costs.

Operations: Logistics, Production Planning, Quality Management.

EXPERIENCE

Profarma Distribution

MBA Summer Associate

Rio de Janeiro, BR | 2018 – 2018

- Logistic costs analysis of more than 10,000 pharmaceutical SKUs, distribution routine balancing, tax planning of the logistics network

- Cross-Docking distribution routine balancing

Solar BR Coca-Cola

Finance Analyst I

Ceará, BR | 2015 – 2016

- Analysis of financial viability of projects and investments.

- Identifying and tracking of financial opportunities and inefficiencies

- Tax planning of the logistics network between plants

- Analysis of financial feasibility by opex and NPV

- Identification and tracking

Metalgráfica Cearense S/A

Costs Assistant

Ceará, BR | 2014 - 2015

- Measurement of sales prices of plastic and metallic packages

- Management of bill-of-materials and inventory costs

- Draft order and volume reports from the commercial performance

ADDITIONAL INFORMATION

CEO at Inova Junior Enterprise/UFC, 2013

Finance Commission at IX Junior Enterprises of Ceará Conference, 2011

Proficient use of MS Excel



FLORIAN KREMER-DIAS

GERMAN

+49 170 1849066

F_KREMER@YAHOO.DE

XING.COM/FLORIANKREMERDIAS

EXPERIENCE

Varian Medical Systems

Project Manager

Troisdorf, DE | 2009 – 2016

- Product development of medical devices according to ISO13485 in the proton therapy area
- Reorganization of the Program Office.

Accel Instruments GmbH

Project Engineer

Bergisch Gladbach, DE | 2004 – 2008

- ECR Ion source development for the SARAF accelerator at SOREQ/Israel
- Commissioning of the Ion Source and the Low Energy Beam Transport at SOREQ/Israel
- Ion source manufacturing

SONY Deutschland GmbH

E-Mail Administrator

Cologne, DE | 1998 - 1999

- Migration from Lotus cc:Mail to MS-Exchange

ADDITIONAL INFORMATION

SONY Deutschland GmbH

Commercial Data Processing Vocational Training 1995-1998

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

Bergische Universität Wuppertal (Germany)

Electrical Engineering, 2003

LANGUAGES

English



German



Portuguese



AREAS OF INTEREST

Strategy, Change Management, Project Management



FRANCISCO JARDIM RIOS

BRAZILIAN

+55 21 98195-3106

FRANCISCO.JARDIM.RIOS@GMAIL.COM

 /FRANCISCO-JARDIM-RIOS

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

EM Lyon Business School (France)

Exchange Program, 2018

UFRJ

Social Communication - Advertising, 2013

LANGUAGES

English	»»»»	French	»»»»
Portuguese	»»»»	Italian	»»»»
Spanish	»»»»		

AREAS OF INTEREST

Marketing, Agile Project Management,
Human Resources

EXPERIENCE

Gamer Trials Product Owner

Rio de Janeiro, BR | 2018

-Helped conducting the pivot process of the start-up

Globo.com Product Owner

Rio de Janeiro, BR | 2013 - 2016

-Responsible for managing Gshow website, home to some of Brazilian leading TV shows' websites
-Managed the change to the site new name, URL and brand

Globo.com Trainee

Rio de Janeiro, BR | 2012 - 2013

-Responsible for Globo's Confederations Cup website, built focused in SEO
-Took part in the Mobile Project, which built the first integrated version of Globo.com mobile website

Globo.com Intern

Rio de Janeiro, BR | 2011 - 2012

-Responsible for the new login project
-Responsible for the integration between Globo platform with social network sites

Núcleo Cinco Intern

Rio de Janeiro, BR | 2010

-Development of Integrated Marketing Communication strategies for the agency's clients

ADDITIONAL INFORMATION

Alumni COPPEAD: Marketing - Jovens Profissionais, 2016



IAN VINCENT WALDRON

AMERICAN
+55 21 99559-7716
IVWALDRON@GMAIL.COM
 /IANVW

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

Shanghai Jiao Tong ANTAI (China)

Exchange Program, 2018

Wesleyan University (USA), 2013

LANGUAGES

English



Portuguese



Spanish



AREAS OF INTEREST

Digital Marketing, Growth, Social Impact and Brand Management

EXPERIENCE

Autodidact.Media

Founder

Rio de Janeiro, BR
New York, US | 2017 – Now

- Consult, plan and buy digital media for US consumer brands and start-ups
- Over \$5M managed during MBA for 10+ clients
- 3 clients raised subsequent rounds, 1 was acquired by PepsiCo

VaynerMedia

Manager

New York, US | 2015 – 2016

- Managed small team of media analysts across AB Inbev and JPMorgan Chase portfolios
- Personally managed 2016 MLS Cup digital tune-in campaign

Simpson, Thacher & Bartlett

Paralegal

New York, US | 2013 - 2014

- Managed investor and legal data across Blackstone and other PE funds
- Translated Portuguese and Spanish when necessary

ADDITIONAL INFORMATION

Angel Investor



JOÃO MIGUEL MILANEZ

BRAZILIAN
+1 514 249-9209
MIGUELMILANEZ@GMAIL.COM
 /JOAOMIGUELMILANEZ

EDUCATION

HEC Montreal (Canada)

PhD in Management, 2022

COPPEAD/UFRJ

Full-time MBA, 2018

UFRJ

Bachelor's in Business, 2013

LANGUAGES

English



Portuguese



French



AREAS OF INTEREST

Teaching, Finance, Social Finance, Social
Entrepreneurship and Innovation,
Sustainability

EXPERIENCE

RJ Investimentos

Financial Advisor

Rio de Janeiro, BR | 2013 - 2018

-Financial Advisory for around 200 investors

-Around R\$ 25 million under advisory

TIM Brasil

Accounts Receivable

Rio de Janeiro, BR | 2010 - 2012

-Responsible for major accounts

-Collecting

ADDITIONAL INFORMATION

Scholarships: Agence Universitaire de la Francophonie, HEC Montreal (PhD); CNPq (MSc)

Multicultural Project 2018 at COPPEAD with University of San Diego: Distribution Channel

Development project for DESCOMPLICA

Class President of full-time MBA COPPEAD 2017

Student Representative for the EQUIS accreditation of COPPEAD/UFRJ 2017

Tutor at XP Investimentos: Stock Exchange, Technical Analysis, Investment Alternatives in Brazil etc., by RJ Investimentos

GMAT Accreditation: 760 (percentile: 99%) 2017

SAP, Excel, Office



JULIANA FAZEZ

BRAZILIAN

+55 21 98317-8829

JU.FAZEZ@GMAIL.COM

 /JULIANAFAZEZ

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

UFRJ

Physical Education, 2016

LANGUAGES

English

Portuguese

AREAS OF INTEREST

Marketing, Sport Marketing, Sport Management, Entrepreneurship & Innovation, Branding, Marketing Research, Teaching

EXPERIENCE

Celso Lisboa

MBA Summer Associate

Rio de Janeiro, BR | 2018

-Online tutor in sustainability

Dartfish Brasil

Sport software specialist

Several cities, BR | 2015 – 2018

-Software technical support in sport events: Brazilian Taekwondo Championship, South America Wheelchair championship, FIVB Beach Volleyball World Championships

Brazilian Olympic Committee (COB)

Performance analyst assistant

Rio de Janeiro, BR | 2016

-Video record and operation's support for performance analysis of beach volleyball national team

Dartfish Brasil

Marketing Manager

Rio de Janeiro, BR | May – Dez 2016

-Social media manager

-Software sales

-Online customer relationship

ADDITIONAL INFORMATION

Vice-President of UFRJ's Physical Education Junior Enterprise

Assistant professor in Sport Marketing and Management in UFRJ, 2015

COPPEAD Multicultural project at RESERVA

Dissertation with CEC (Consumer Study Center)

Open Course- Brandscore, Brand's Performance in Sport. Perestroika, RJ 2014 (25h)

Professional photographer

Photographer's assistant for Editora Globo in Samba School parade 2014-2017 and Rock in Rio 2011

Adobe programs – Photoshop and Lightroom

Volunteer in Press Operations Aquece Rio, pre-Olympic Games



LUCIANA CARVALHO

BRAZILIAN, AMERICAN AND PORTUGUESE

+55 21 99611-9069

LUTI.CARVALHO@GMAIL.COM

 /LUCIANA-CARVALHO

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

CLSBE (Portugal)

Exchange Program, 2018

San Francisco State University (USA)

BA in International Relations, 2011

Universidad Complutense de Madrid (Spain)

International BA exchange, 2009

LANGUAGES

English



Portuguese



Spanish



AREAS OF INTEREST

Brand management, Marketing, Brand experience, Customer journey, Corporate innovation, Start-up engagement

EXPERIENCE

ENGIE Brasil

MBA Summer Associate Marketing

Rio de Janeiro, BR | Feb – Apr 2018

TRINE LA

VP of Operations, Director of Operations, Operations Manager

2013 - 2017

The Boys & Girls Club of Venice

Teen Services Director

2011 - 2013

ADDITIONAL INFORMATION

San Francisco School Alliance: Maisin Scholar Award, 2006 – 2011

Willie Brown Leadership Institute: Willie Brown Internship Fellow, 2010

Tall Ship Education Academy: San Francisco, CA / Caribbean Islands Spring, 2005

YMCA Youth & Government Program, 2005 – 2006

Coppead Job Committee Coppead Projeto Compartilhando Project Shinebright: Advisory Board Member, 2013

San Francisco Youth Commission: Chair, Vice-Chair, 2006-2008

-Strategy consulting on customer journey and post-sales customer care approach

-Coordination of new website content, with goal of unifying the company's multiple sites into a cohesive platform for ENGIEBrazil's brand

-Operational lead with B2B and B2T(territories) events

-Operational lead for major client accounts, with annual account budgets ranging from \$300k to \$1mi+ USD in various domestic and international markets across the USA, Brazil, and Europe

-Conceptualize, plan and produce complex and high-touch experiential marketing initiatives – highly involved in both client side and vendor side of all projects

-Guide digital team to deliver seamless digital activations

-Act as liaison for corporate partners and brands, including sponsors such as Nike, Tag Heuer, Lyft, GNC, Bose, and NBA Cares.

-Oversaw department and led all aspects of teen services, including planning, implementation, execution, data collection, and post-program evaluation to maintain effective, results-based strategies in place

-Led departmental hiring and training process of staff, as well as annual performance review

-Instrumental in securing over USD\$100,000 in funding



LUIZ OCTAVIO ROSEMBERG

BRAZILIAN
+55 21 99845-2862
L.ROSEMBERG@POLI.UFRJ.BR

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

China Europe International Business School (China)

Exchange Program, 2018

UFRJ

Industrial Engineering, 2014

LANGUAGES

English



Portuguese



Spanish



French



AREAS OF INTEREST

Consulting, Strategy and Innovation,
Private equity & Venture capital, Blockchain

EXPERIENCE

K2 Achievements

MBA Summer Associate
2018

Vista China Capital

Partner and Utilities Analyst
2014 – 2016

BBM Bank

Credit Analysis Intern
2013 – 2014

Integrated Production Group Intern

2012

-Worked in projects in big companies from the foodservice and media businesses doing market research and valuation of strategic options, including possible acquisitions

-Sectorial and company analysis that resulted in several important positions in the 3 company funds
-Elaborated models (valuation, reservoir simulation), followed market news and did regulatory studies dealing with different stakeholders, such as big companies executives, buy and sell side analysts, sector consultants and government agencies

-Fundamentalist analysis of companies of several sectors (mainly agro and Sugar&Alcohol) for the concession of credit
-Elaborated models, evaluated collateral, analysed cashflows and coordinated with the commercial and credit risk areas for decision-making on the weekly credit committee

-Consulting on reliability of oil refining instalations

ADDITIONAL INFORMATION

Approved at all levels of the CFA ® program
Undergraduate exchange at Polytechnic University of Madrid (UPM) - 2012/2013
Volunteer Professor at Projeto Construindo o Saber, 2013
Softwares: Office, Witness, Eviews, Minitab
Programming Languages: Python, VBA, C++



BRAZILIAN

+55 21 97159-2041

MESPINDOLAFERREIRA@GMAIL.COM

 /MARCELLE-FERREIRA

MARCELLE ESPINDOLA FERREIRA

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

ZSEM (Croatia)

Exchange program, 2018

UFF

Mechanical Engineering, 2014

LANGUAGES

English



Portuguese



Spanish



French



AREAS OF INTEREST

Consulting, Social Impact, Innovation,
Strategy, Business Intelligence, Start-
ups/Scale-ups, Entrepreneurship, Supply
Network Management, Quantitative
Marketing

EXPERIENCE

COPPEAD + Instituto E Research Assistant

Rio de Janeiro, BR | 2017 - 2018

-Mapped the sustainable path of the supply and value chain in the clothing production of the Osklen brand in Brazil, creating reports and case studies. Provided data for the company, for especial use of the marketing department

PH Sistema de Ensino Monitor

Rio de Janeiro, BR | 2015 – 2017

-Presential and online Mathematics tutoring for 6+ years old students

Baker Hughes (General Eletrics Brasil)

Process Engineering Intern

Rio de Janeiro, BR | 2013 – 2014

-Took part in quality improvement projects in assembly and testing areas. Created new mechanical device in partnership with external supplier in order to improve work conditions and operational time for both areas. Followed up orders with purchasing sector

ADDITIONAL INFORMATION

TOEFL IBT 105/120

COPPEAD Multicultural project at RESERVA



MARCELO DANTAS W. SANTOS

BRAZILIAN
+55 21 96957-5676
MARCELODWS2@GMAIL.COM
 /MARCELOSANTOS

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

FGV

Project Management MBA, 2015

UFBA

Mechanical Engineering, 2009

LANGUAGES

English



Portuguese



AREAS OF INTEREST

Strategy, Project Management, Energy,
Mobility

EXPERIENCE

Petrobras

Equipment Engineer

Rio de Janeiro, BR | 2012 - Today

- Engineering Team Integrator of 3 FPSO projects
- Responsible for drilling package technical analysis
- Responsible for engineering contract management of six drillships projects.

MSX International

Product Engineer

Bahia, BR | 2010 – 2012

- Power Train engineering team Integrator of Global Ford EcoSport project.

Ford Motor Company

Intern

Bahia, BR | 2008 – 2009

- Participated in the implementation of Global Product Development System methodology in Ford South America projects.



MARCELO LEWIN

BRAZILIAN

+55 21 99323-6755

MARCELOLEWIN@HOTMAIL.COM

 /MARCELOLEWIN

EDUCATION

COPPEAD/UFRJ

Ph.D. in Business, 2022 (est)

Full-time MBA, 2019

IBMEC

MBA in Financial Assets Management, 2016

MBA in Business Management, 2014

PUC-Rio

Bachelor in Business Administration, 2002

LANGUAGES

English



Portuguese



Spanish



AREAS OF INTEREST

Optimal Portfolio Strategies, Asset Pricing and Project Valuation

EXPERIENCE

Corporate Finance and Strategy Area Consultant

Rio de Janeiro, BR | 2011 – Today

-Elaborate valuations and develop business plans for companies and projects. Advise equity negotiations, succession plans and family agreements

-Experience in M&As: developed the valuation and the business plan. Mapped synergies and participated in the equity negotiations. Results: expanded the growth potential of the deal, increasing the equity and the firm values

-Experience in turnarounds: developed the valuation of a previously bought company. Advised during the renegotiations of the asset and the debt agreements. Results: this project turned positive the operation's NPV

IGAL S.A.

Partner and Director Vice-President

Rio de Janeiro, BR | 2001 – 2010

-Built the integration of marketing, sales, operations and finance. Results: revenues increased 3-fold numbers in Dollars, and the employees in the group raised from 50 to 150 people

-Modernized the business model to offer new sales formats. Redesigned channels and implemented multi-pricing strategies. Results: IGAL was twice listed in Delloite's ranking of the Brazilian Top Growing Firms (mid-small), editions 2008 and 2009.

ADDITIONAL INFORMATION

Article: Optimal Portfolio Strategies in the Presence of Regimes in Asset Returns applied to the Brazilian Financial Market, co-author, working paper

Article: Start-up's Valuation: An Application in Brazil, co-author, presented in the 21st Annual International Real Options Conference – Boston, USA (2017)



MARINA DASTRE MANZANARES

BRAZILIAN

+55 22 99267-0976

MDASTRE@ICLOUD.COM

 /MARINAMANZANARES

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

IE Business School (Spain)

IMBA Exchange program, 2018

UNICAMP

Mechanical Engineering, 2008

Porto University (Portugal)

Exchange on Management Engineering, 2007

LANGUAGES

English



Portuguese



French



AREAS OF INTEREST

Start-ups/Scaleups, Strategy, Corporate Governance, Supply Chain

EXPERIENCE

EMBRAER S.A.

Program Manager

São Paulo, BR | 2014 - 2016

-Managed a portfolio of modification projects to increase Phenom aircraft competitiveness and profitability

-Strong performance in Project and Program Management, head of major modification projects for the Phenom 300 (USD 3M) and Phenom 100 (USD 216M) aircraft

- Experience in integrating and mobilizing suppliers and various areas of the company

EMBRAER S.A.

Sales Engineer

São Paulo, BR | 2013 – 2014

-Technical support to the Embraer Executive Jets salespeople.

-Development of technical and marketing material to support sales effort

-Experience in dealing directly with executive aircraft prospects and customers

EMBRAER S.A.

Manufacturing Engineer

São Paulo, BR | 2011 – 2013

-Development of the executive aircraft Legacy 500

-Actively participated in the manufacturing of the first three Legacy 500

-Design of new processes and new tooling.

Man Diesel e Turbo BR LTDA

THM Repair Leader

Rio de Janeiro, BR | 2009 – 2011

-Leader of the THM turbines repair team at Macaé shop

-Technical focal point between MAN Brazil and MAN Germany

-Developed the new turbomachinery repair shop layout

ADDITIONAL INFORMATION

Project Management

Critical chain knowledge: implementing its concepts in the evolution of the project portfolio.

Experience: in interacting with suppliers of the most different technologies.

Fast learner, adaptive, communicative.

Multidisciplinary experience.

Results oriented, organized, dedicated, proactive and self-motivated.

Available for trips and city and (or) country change



MARINA DE GUSMÃO BASTOS

BRAZILIAN AND PORTUGUESE

+55 21 99655-2056

MARINAGBASTOS@GMAIL.COM

 /MARINA-DE-GUSMÃO-BASTOS

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

University of San Diego (USA)

Exchange program, 2018

UFRJ

Chemical Engineer, 2011

LANGUAGES

English



Portuguese



French



AREAS OF INTEREST

Corporate Innovation, Finance, Social Impact, Strategic Planning, International business

EXPERIENCE

Halliburton

Account representative

Rio de Janeiro, BR | 2014 - 2016

- Elaborate the division's yearly business plan
- Forecast and monitor revenues
- Elaborate individual strategies to reach targeted customers
- Interpret complicated customer product and service needs and develop solutions accordingly
- Provide bid proposals and technical sales support

Halliburton

Well design engineer

Rio de Janeiro, BR | 2012 - 2014

- Elaborate proposals and technical reports
- Design drilling programs for Brazilian pre-salt wells
- Technical analysis to ensure a safe and optimized drilling operation

Grupo de Produção Integrada

Business Management Intern

Rio de Janeiro, BR | 2010 - 2011

- Internship in management consulting
- Development of worksheets for decision support in VBA
- Support in structuring the business model and the operational management for the metrological control of oil and gas on offshore rigs

ADDITIONAL INFORMATION

Consulting Project COPPEAD 2018: Develop a strategic innovation plan for a large logistics service company

Proficient: Excel and Stata

Volunteer: Chemistry teacher in a free pre-college preparatory course in Morro da Providência



MD MAFUZUL HUQ

BANGLADESHI

+55 21 99800-8071 / +880 1771-474377

MDMAFUZULHUQ@GMAIL.COM

 MDMAFUZULHUQ

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

University of Chittagong (Bangladesh)

BBA, 2009

LANGUAGES

English



Bengali



Hindi



AREAS OF INTEREST

Service Management, Strategy, Innovation

EXPERIENCE

Helicon Limited
Officer, Commercial
2015 – 2017

- Unbound logistics management
- Customer relationship management

Trade Bridge Bangladesh
Business Development Manager
2014 – 2015

- Market development
- Customer relationship management
- Product sourcing

HEQEP
Office Manager
2012 – 2014

- Procurement and logistics management
- Recruitment and training management

Institute for Professional Development
Associate Consultant
2011 – 2012

- Human resource consulting
- Training & Development

Chittagong Stock Exchange Limited
Project Member
2010

- Human resource consulting
- Organizational restructuring



RAFAEL TEIXEIRA

BRAZILIAN

+55 21 98123-1807

RPAIVATEIXEIRA@HOTMAIL.COM

 /RAFAELTEIXEIRA

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

PUC-Rio

Bachelor degree in Economics, 2013

LANGUAGES

English



Portuguese



Spanish



AREAS OF INTEREST

Corporate Finance, Venture Capital, Private Equity, Banks

EXPERIENCE

Creta Planejamento Analyst

São Paulo, BR | 2016 – Now

-Participated in many infrastructure projects, especially concessions with or without Public-Private Partnership.

-Valuation analysis, scenario planning, meeting with clients (private and state owned companies), reports for clients and internal reports.

-Also worked in the webjornal EconomiaHoje, a joint publication of Creta Planejamento and Macrosector, writing daily articles.

Ecometano Analyst

Rio de Janeiro, BR | 2014 - 2015

-Worked in the Planning area and in the Structured Operations.

-In the first area, I was responsible for developing internal reports and needed to follow the performance of projects of the company.

-In the second area, I was responsible for studying new opportunities and trying to figure best ways of financing the existing projects.

ADDITIONAL INFORMATION

BNDES magazine: "Financial development institutions: lessons from international experiences" (BNDES magazine no 48).

CNF: Studying and analysing the foreign experiences of Outsourcing and its impacts on production relationships



RAFAEL VAREJÃO GUERZET BASSANI

BRAZILIAN
+55 27 999738038
RAFA.VAREJAO@GMAIL.COM
 /RAFAELBASSANI

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

KU Leuven (Belgium)

Exchange program, 2018

UFES

Electrical Engineering, 2014

LANGUAGES

English



Portuguese



French



Spanish



AREAS OF INTEREST

International Business, Operations & Logistics, Consulting, Strategy, Banking, Corporate Finance, Entrepreneurship & Innovation

EXPERIENCE

TechnipFMC

Process Engineer

Espírito Santo, BR | 2014 - 2018

- Development of the armoring and extrusion processes at Flexibrás (TechnipFMC's main factory for the production of flexible pipes)

- Elaboration of operational tests focused on quality, security, costs and productivity improvement

- Technical support for the production department

TechnipFMC

Internship Program

Espírito Santo, BR | 2013 - 2014

- Participation on the trainee program of TechnipFMC that has the objective of preparing selected employees with a broad knowledge about the production process of flexible pipes.

- Job Rotation on several departments of the Flexibrás factory (Vitória) and also on the engineering sectors at Rio de Janeiro

- Development of projects on the departments of production and engineering (allied with the Job Rotation)

ADDITIONAL INFORMATION

Work experience in Washington State at The Summit at Snoqualmie as a Ticket Seller & Guest Service employee (2008-2009)

Exchange in Brest (France) at ENIB in Electronic and Telecommunication Engineering (2011-2012)

Scientific Initiation on the elaboration of a resistive superconductor current limiting device for SUPERA (2010-2011)

Elaboration of the electrical activation of thermal mantles used on a distillation column for LabPetro/UFES (2013-2014)

Multicultural consultancy project at Vatio Renewable Energies



RENAN COUTO JUREVES

BRAZILIAN

+55 21 97236-7011

RENAN.JUREVES@COPPEAD.UFRJ.BR

 /RENANJUREVES

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

SDA Bocconi School (Italy)

Exchange Program, 2018

UFRJ

Accounting Bachelor, 2018

EFOMM

Nautical Science Bachelor, 2013

LANGUAGES

English



Portuguese



AREAS OF INTEREST

Corporate Finance, Private Equity & Venture Capital, Asset Management, Start-ups

EXPERIENCE

Solum VC

MBA Summer Associate

Rio de Janeiro, BR | 2018

-Built financial modeling for companies to support investment's decision

-Developed strategic evaluations on companies business models to support investment's decision

-Executed investment pitch decks to raise funds

Maersk Supply Service

2nd Officer & DPO

Rio de Janeiro, BR | 2013 – 2016

-Performed operations for o&g industry such as anchor handling and towage of oil platforms in pre-salt field.

-Executed logistics services among oil rigs and ports.

-Carried out navigation tasks, fire and safety equipment conformity.

A.P Moller Maersk

Deck Cadet

2012 – 2013

-Rotational job among diverse range of vessels in the group to acquire a holistic view of company's operation

-Supported on carrying out navigation tasks, fire and safety equipment conformity

ADDITIONAL INFORMATION

COPPEAD Multicultural project: Develop a framework to evaluate intangible projects in the construction business



SABRINA TRINDADE ALVES

BRAZILIAN
+55 (21) 99687-6358
STRINDADEALVES@GMAIL.COM
 /SABRINAALVES

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

Seoul National University (Republic of Korea)

Exchange Program, 2018

FGV

Digital Marketing MBA, 2014

ESPM

Bachelor Business, 2011

LANGUAGES

English



Portuguese



AREAS OF INTEREST

Marketing (offline and online), Innovation,
Strategy, International Business

EXPERIENCE

Turner

MBA Summer Associate

Rio de Janeiro, BR | Feb – Apr 2018

Big Data Corp.

MBA Summer Associate

Rio de Janeiro, BR | 2017 – 2018

L'Oréal Brasil

Product Manager

Rio de Janeiro, BR | 2011 – 2016

UCI Cinemas

Marketing Analyst

Rio de Janeiro, BR | 2011 – 2012

-Short-term strategy project: definition and implementation of LATAM KPI's and Entertainment Market analysis (paid TV, broadcasting and Internet, retail)

-Implementation of the department of Customer Success: team management, customer relationship, definition and optimization of customer service flow and improvement of internal operational processes and specific customer projects

-I started my career as a Digital Trainee in SkinCeuticals, followed by Product and Digital Analyst at the same brand, then I was promoted as Business Development Analyst at Vichy and finally my last position was as Product Manager at Vichy

-Integrated Marketing Strategy (trade, medical visit, digital, sales), sales forecast, brand 5-year plan, product launch and product development strategy

-Launched and managed SkinCeuticals e-boutique (1st profitable ecommerce of L'Oréal Brazil, which in the year of launch represented 10% of brand sales)

-Main figures while in each position: Vichy Hair Product Line (10 SKUs): +21% ev.; 12% MS; +2,3 pp. (2014x2015) | Vichy Deodorant Product Line (6 SKUs): +29% ev. ; 89% MS ; +8,9 pp. (2014x2015) | Vichy Thermal Water Product Line (3 SKUs): +16,5% ev.; MS 30,6%, -1,1 p.p.(2014x2015) | +40% in antioxidant sales during the first integrated marketing campaign for ACD "Only the sunscreen is not enough" (2013)

-Social Media strategies planning and execution

-Partnerships and trade marketing



THAIS DE MORAIS VIEIRA

BRAZILIAN

+55 21 99602-0069

THAISDMV@GMAIL.COM

 /THAISDMVIEIRA

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

CLSBE (Portugal)

Exchange Program, 2018

UFRJ

Communications, 2015

LANGUAGES

English



Portuguese



Spanish



AREAS OF INTEREST

Marketing, Public Relations, Branding

EXPERIENCE

Turner Broadcasting Inc. MBA Summer Associate Digital products

Rio de Janeiro, BR | 2018

-Analyzed customer data to improve general usage of digital platforms and customer satisfaction, and plan improvements for digital products.

UFRJ PR and Communications Coordinator

Rio de Janeiro, BR | 2016 - 2017

-Responsible for writing all press releases and pitches to journalists

-Supervised and engaged in creating content and ensuring quality of social media content

Weber Shandwick PR and Communications Assistant for Netflix

Rio de Janeiro, BR | 2014 - 2016

-Responsible for writing press releases managing clippings and event follow-up with key media members

-Conceptualized and carried out special events, such as press conferences and junkets

-Strategic PR planning, taking into consideration the Brazilian calendar and Netflix's upcoming shows, to secure the company's positioning in Brazil

BBC Sport Production Runner for 2016 Olympics

Rio de Janeiro, BR | 2016

-Worked with the main production team, providing logistics support

-Escorted the film crews around different areas of Rio de Janeiro

ADDITIONAL INFORMATION

Volunteer: for Cidadao Pro mundo program, 2017-2018

Spanish course: Ecela – Buenos Aires, 2013



THIAGO SILVA DE MATOS MELO

BRAZILIAN AND PORTUGUESE

+55 21 99591-2220

THIAGOSMMELO@GMAIL.COM

 /THIAGOSILVADEMATOSMELO

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

Finance, 2012

ESSEC (France)

Exchange Program, 2018

UFRJ

Economics, 2011

Civil Engineering, 2007

LANGUAGES

English



Portuguese



Spanish



French



AREAS OF INTEREST

Business development, Project management, Finance, Infra-structure, and Energy.

EXPERIENCE

Eletrobras S.A.

Engineer I and II

Rio de Janeiro, BR | 2010 – Now

-Analysis, development and management of international renewable energy business and projects in Latin America at International unit

-Restructuring of the company corporate business model, organizational structure, governance and management at Strategic Planning unit

-CVM and SEC reports preparation at Investor Relations unit.

Gafisa S.A.

Business development

Coordinator

Rio de Janeiro and São Paulo, BR

Jan – Jul 2010

-Management of the Real Estate business development team at the subsidiary Tenda

-Structuring of Real Estate business interacting with multidisciplinary teams

-Presentation of new investment opportunities for board approval

Business development Analyst

Jan – Dez 2009

-Analysis of Real Estate new business opportunities

Trainee

Jan – Dez 2008

-Gafisa Trainee Program 2008 participation (job-rotation and training)

ADDITIONAL INFORMATION

1º place in the 2002 UFRJ Civil Engineering admission test

Future Energy Leader of the World Energy Council (WEC)

MBA Professor at Celso Lisboa

Courses: Fundamentals of Project, Management, Advanced PMBOK, Change Management, Negotiation, Communication, Management for results, Renewable Energy Business – Feasibility Analysis, and Power Price Formation in Brazil, Solar Energy and Wind Energy



WILLIAM CLEM SOARES

BRAZILIAN
+55 21 99509 3349
WILLIAMCLEM@GMAIL.COM
 /WILLIAMSOARES

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

Rotterdam School of Management (Netherlands)

Exchange Program, 2018

IBMEC

Business Management MBA, 2015

UFRJ

Chemical Engineering, 2011

LANGUAGES

English



Portuguese



AREAS OF INTEREST

Finance, Management, Operation

EXPERIENCE

Engie

Strategy and portfolio analyst

Rio de Janeiro, BR | 2018

-I was responsible for the development of metrics and indicators that enable the monitoring, analysis and structured communication of Engie's commitment to the Sustainable Development Objectives (ODS)

-The methodology developed was applied in the evaluation of the Jirau hydroelectric plant (Rondônia), the Trairi wind complex (Ceará) and the Floresta solar Complex (Rio Grande do Norte) during the summer job period

Halliburton

Drilling Fluids Engineer

Rio de Janeiro, BR | 2013 – 2016

-Field engineer responsible for drilling fluids operations on the Brazilian coast. Client: Petrobras

Instituto Nacional de Tecnologia Researcher

Rio de Janeiro, BR | 2010 – 2013

-Responsible for the study of Top of the Line (TOL) corrosion by CO₂ and acetic acid in pipelines used to transport oil and natural gas. Client: CENPES/Petrobras

ADDITIONAL INFORMATION

GRI Sustainability Reporting Standards certification – 2018

Drilling Fluid Engineer certification: Halliburton University, Houston, USA - 2013



ZHENG YUAN

CHINESE

+55 21 971220688

YUANZHENG056@GMAIL.COM

EDUCATION

COPPEAD/UFRJ

Full-time MBA, 2019

Beijing Normal University (China)

Finance, 2015

LANGUAGES

English

Chinese

Portuguese



AREAS OF INTEREST

Wealth Management, Private Equity,
Internet Finance, Data Science

EXPERIENCE

Bank of China

Financing Manager

Beijing, CN | 2015 – 2016

-Provided financial advices to customers by delivering proper asset allocation, suitability assessment and other available tools

Emerging Market Institution

Researcher

Beijing, CN | 2014 - 2015

-Conducted research on emerging market countries, mainly focus on Africa and Latin America

-Published "Africa in 2050- Vision and path", "A new frame of cooperation between China and Latin America", etc

GL capital

Intern Analyst

Beijing, CN | 2013

-Researched on the medical industry and wrote weekly report

ADDITIONAL INFORMATION

Frankfurt School of Finance & Management – exchange program, 2014

Passed CFA level II

Certified Data Analyst



45 ANOS
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UFRJ