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## Financial Services Executive

*Leading corporate turnaround, global ventures, and investment solutions in a fast-paced, ever-changing business landscape.*

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Skilled and dedicated business professional with robust progressive experience developing and directing international strategic business and financial operations. Demonstrated senior leadership, combining business expertise and operations management acumen with a keen dedication to efficiency and exceptional knowledge of banking and financial laws. Focused on showcasing proven ability to create, sustain, and boost shareholder satisfaction while motivating employees to consistently exceed expectations. Recipient of EB1 Visa, based on extraordinary financial abilities and achievements. Holder of United States Green Card with legal authorization to work.

### Areas of Expertise

- Strategic Planning
- International Relations
- Business Development
- Investment Banking
- Regulatory Compliance
- Relationship Building
- Effective Communication
- Cash Flow Management
- Multilingual - Portuguese, English, & Spanish

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## Professional Experience

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CCDF Management & Finance, Sao Paulo, Brazil

**Founding Consultant & Managing Principal**, 2001 - Present

Direct comprehensive operations, including crafting entrepreneurial spirit, creative drive, and expertise in business development and financial restructuring to provide counsel to clients on merger and acquisition projects. Oversee strategic development efforts for global organizations while serving as a senior advisor to key stakeholders. Spearhead efforts to build and deploy financial tools and web portals that deliver solutions and leverage client's profits. Design, create, and optimize methods of collaborating with team members and C-level executives to maximize efficiencies and ensure smooth transitions. Coordinate with government authorities and international investment groups.

### Highlighted Projects

**Langinha Agro Industrial S/A** – Served as **Chief Financial Officer** and held full accountability for managing the debt of long and short term operations worth more than \$500M USD.

- ♦ Achieved a successful turn-around by restructuring debt and raising \$80M in capital from national and international banks.
- ♦ Guided the company's future financial direction by developing and implementing strategic and responsible financial management plans.

**Banco BMC** – Served as the **Business Development Leader** and the driving force for the successful completion of a plan to expand business in the financial services area.

- ♦ Established aggressive short and long-term targets to expand operations to multiple branches prior to receiving a lucrative offer to sell the bank.
- ♦ Dramatically increased the bank's value by identifying and amending operational and management deficiencies; conducted a complete operational overhaul.

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Banco BGN S/N, Sao Paulo, Brazil

**Chief Executive Director**, 2001 - 2005

Built and nurtured a Brazilian multinational bank from the ground up into a financial powerhouse. Successfully implemented business processes and sought out innovative improvements for the financial structure. Provided analytical decisions and efficient solutions for complex risk management and liability issues. Drove operational improvements using sound leadership skills and expert knowledge of the financial industry. Set short and long-range goal timelines while overseeing budgeting, costs, quality, and senior staffing. Proactively addressed potential issues regarding workforce tracking, business relations, and major strategic accounts.

**Key Accomplishments:**

- ◆ Directly responsible for helping Banco BGN become the third largest bank in consigned credit operations with assets close to \$1B USD and +600K customers in northeast Brazil.
- ◆ Bank was sold in 2009 for more than 10X the proportional amount invested by shareholders.

Banco Azteca do Brasil S/A, Sao Paulo, Brazil

**President and Chief Executive Officer (CEO)**, 2007 - 2009

Orchestrated bank's strategic vision, financial performance, risk management, strategic planning, and regulatory compliance. Defined the organizational structure, oversaw technology solution planning and management, and performed monthly evaluations of financial results. Reduced risk and planned for the recovery of business processes should disruption occur. Established and maintained regular communication with stakeholders for current and upcoming projects regarding the development and execution of growth projects.

**Key Accomplishments:**

- ◆ Led all efforts to grow and develop the bank from the ground up. Achieved the following within two years;
- ◆ Successfully opened 19 locations.
- ◆ On-boarded 450 banking collaborators.
- ◆ Gained 35K customers.
- ◆ Obtained certification to operate by the Central Bank of Brazil in only three months, while the industry average is six months to one year.

**Additional Experience - Details Available Upon Request:**

**Division Manager** - Banco Mercantil S/A - Sao Paulo, Brazil

**Regional Manager** - Citibank - Sao Paulo, Brazil

## Education

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**AMP, Advanced Management,**

*Harvard Business School, Boston, MA*

**Executive Education, Bank Strategic and Financial Management,**

*The Institute of Canadian Bankers, Toronto, Canada*

**Bachelor's Degree, Mechanical Engineering,**

*Universidade Federal de Pernambuco, Recife, Brazil*