

Advisory / Consulting Activities

Sábia Experience Tecnologia S/A – Florianópolis, SC 2013 –

- Business Intelligence and assessment of opportunities in niche industries for global markets
- Development of an international software patent (PCT) and an augmented decision system for managing risk behaviour (HSE) with an renowned US university.

TECPAR – Instituto Tecnológico do Paraná – Curitiba, PR 2013 –

- Designing a strategic plan for renewal of TECPAR's three specialized centres by implementing new operational.

VPB – Venture Partners do Brasil – São Paulo, SP; 2012 –

- Implemented business plans/models
- Technology opportunities and assessment: technical analysis, proof of concept and product's market potential
- Technology scouting: company's strategy, technology search and potential solution providers.

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Pando Science-Technology Park – Pando, Uruguay.

Federal University of Itajubá (UNIFEI), Science and Technology Park – Itajubá, Brazil.

2012

Porto Digital, Recife, Brazil.

- Designed and implemented governance and organizational structure, including policies and procedures
- Implemented management and operational policies
- Development of international business strategy for *start-ups*
- Deployment and engagement of companies at Silicon Valley's business accelerators, angel and VC's networks
- Fund-raising (National and International RFPs, Programs Grants, Contracts).

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São José dos Campus Technology Park

Director – Planning & Business Development | April 2010 to April 2012 – SP, Brazil. - Reported directly to CEO

- Provided strategic direction to bridge the divide between research institutions and industry, funding organizations and investors.
- Provided direction on implementation and development related to the Park; translated strategies into action-plans.
- Developed business model for public and private developers.
- Ensured that strategic partnerships and planned outcomes with government entities, academia, R&D industry partners and business community were met.
- Co-managed and supervised the execution of contract with City's Administration.
- Implemented management and operational procedures within every business unit.
- Provided mentoring for resident companies; and managed, screened and coordinated attraction of technology-based companies.
- Secured attraction of private developers and venture capital funds to resident companies.

International Association of Science Park – IASP

Director, World Headquarters | March 2007 to March 2010 – Malaga, Spain. - Reported directly to CEO

- Implemented a worldwide Knowledge Leadership strategy and sponsorship policy.
- Managed multiple relationships with public and private organizations worldwide.
- Implemented feasibility studies and preliminary business plan of State of Mexico's Tech Park.
- Developed a set of guidelines to apply for the revitalization and re-development of Thessaloniki Innovation Zone in Greece.
- Advised the formulation of multi-million dollar public-private partnership investments for science and technology parks develop programs in Mexico, Greece, Jordan, Serbia, and Turkey.
- Published "Atlas of Innovation: Science, Technology and Research Parks and Business Incubators in the World" (2009).

Brazilian Association of Technology Parks and Business Incubators

Senior Business Executive | 2003 to 2006 – Brasília DF, Brazil. - Reported directly to Board of Directors

- Provided high-level political engagement with Government and private sector groups, nationally and internationally.
- Served in high-level Ministerial Working Group on Venture Capital instituted by the Federal Government – co-responsible to formulate report on the theme "*Preparation of companies and expansion of open investments opportunities base*".
- Advised UNDP in Angola to develop an enterprise program in partnership with Chevron Corp.

World Bank *infoDev* Incubator Support Center

Project Director – iDISC | 2004 to 2006 – Washington, D.C., and Brasília, D.F.

Grant Agreement with the World Bank

- Conceived, planned and managed a US\$1.5 million project as part of World Bank's strategy program designed to support knowledge dissemination for ICT incubators in developing countries.
- Provided key strategy inputs for a portfolio of 21 (grant-funded) projects, involving 13 countries, by successfully delivering a set of performance indicators to measure management practices and levels of demands for use and appropriation of ICT by business incubators.
- Collaborated and assisted *infoDev* Program to invest nearly US\$21 million dollars in direct assistance to business incubators projects in developing countries.

Reference Centres for Innovative Technologies – CERTI

Senior Consultant | 2001 to 2005 – Florianopolis, Brazil. - Reported directly to Director-General

- Expanded key business ties, including with MIT's Industrial Liaison Program, Stanford University, Inter-American Development Bank (IDB)'s Multilateral Investment Fund, International Business Incubator, and The Tech Museum in San Jose, Calif.
- Worked with several government agencies generating new business opportunities in Brazil, U.S.A. and Europe.
- Team-member in the conceptualization, feasibility studies and planning phases of a 4,5m²million innovation/business park.
- Introduced new business ideas/concepts (*'experience economy'* and *'human-centered technologies'*) for the formulation of innovative business ventures.

Early Career Highlights

Organization of American States (OAS), Washington, D.C. 1985 – 1999

United Nations Mission to Central America (ONUCA) 1989 – 1990

UN/OAS International Commission on Support and Verification (CIAV) 1987 – 1989

- **Deputy-Chief of Mission** in Nicaragua, Suriname, Guatemala, Haiti, Colombia and Ecuador, managing complex operations and deployment of very large teams (100+) to the field.
- **Peacekeeping operations:** involved in high-level negotiations and humanitarian assistance programs and maintained dialogue with government officials and leaders in various countries.
- Handled and provided key and sensitive information when preparing situation country reports and when interacting with U.S. State Department officials.
- **Demobilization and disarmament** of former illegally armed group, Contras, at border between Nicaragua and Honduras ('89-90).
- Coordinated distribution of US\$13 million in humanitarian aid in war-zone areas, escaping two attacks by rebel groups.
- **Peace processes and disarmament** operations of illegally armed groups in Guatemala (1993-1995) and in Suriname (1991-1993).
- Responsible for control and management of high risk field operations involving disarmaments, repatriation of civilians, refugees assistance, food and medical supplies distribution worth more than US\$50 million.
- Personally involved in **kidnapping negotiations with illegally armed groups** in Colombia (1997), leading to release of hostages – maintained direct contact with former president and leaders of these groups.
- **Technical Advisor to former President Jimmy Carter** through The Carter Center on substantive technical and political issues of the electoral process in Central America.

Education and Professional Development

- The Maxwell School of Citizenship and Public Affairs, Syracuse University, Syracuse, N.Y. – Master of Science in Public Administration & Public Policy, 2000.
- University of Maryland, College Park, Md. – Bachelor of Science in Management and Technology, 1990.
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- Intelligence and Technology Foresight, São José dos Campos, SP, Brazil, 2011 (in-house, non-certified course).
- Strategic Management of Knowledge and Innovation, São José dos Campos, SP, Brazil, 2010 (in-house, non-certified course).
- Science Parks Development – IASP, Johannesburg, South Africa, 2008.
- Intellectual Property Training Course - SEBRAE/INPI, Rio de Janeiro, Brazil, 2005.
- University of Brasília (Unb), Brasília, DF, Brazil – Guest attendee at Center for Sustainable Development, 2005-2006.
- Strategic Management of Technology and Innovation, Syracuse University, 1999 (in-classe).
- International Conflict Resolution Skills Training, “Managing Conflict in Complex Emergencies” – USIP, Leesburg, Va., 1997.
- International Conflict Resolution Skills Training, “Managing Contemporary Conflict” – U.S. Army War College, Carlisle, Pa., 1995,
- International Conflict Management Resolution Course – ICCAR, George Mason University, Vienna, Va.1989.