

Holder of a Bachelor's degree in Business and an International MBA, Rodrigo also has 10 years of experience, 6 of those in business development in the energy sector. Throughout the years, he has worked in several countries including Brazil, Canada and the United States. In addition to being a multilingual professional, he also acquired strong leadership skills and solid management expertise.

EDUCATION

PMI Study Group	2012
PMI Nova Scotia Chapter, Halifax, NS	
International MBA (IMBA),	2010
Schulich School of Business, York University, Toronto	
Bachelor in Business/Public Administration	2002
Fundacao Getulio Vargas - FGV, Sao Paulo, Brazil	
Six Sigma Green Belt Certificate (Total Quality Control)	2004
Siqueira Campos, Sao Paulo, Brazil	

WORK EXPERIENCE

Development Manager, Boralex – Kingsey Falls	2016 – Current
DUTIES:	
<ul style="list-style-type: none">➤ Ensuring regulatory monitoring and liaising with government authorities in order to capitalize on American public policy orientation➤ Participating in market prospection and analysis, and in renewable energy business opportunities assessment within the American market to make recommendations for consideration by management➤ Preparing business plans and cost-benefit analyses for our investment projects➤ Coordinating due diligence and project acquisition processes➤ Coordinating interconnection and regulatory approval processes➤ Intervening with diverse regulatory bodies and stakeholders in the areas that are to host our projects➤ Liaising with local actors and the head office development team	

Business Development Manager - LatAm, Dresser-Rand, Houston, TX

2013 – 2016

DUTIES AND ACHIEVEMENTS:

- Responsible for the commercialization of energy solutions based on Dresser-Rand / Siemens OEM (Original Equipment
- Manufacturer): Reciprocating Engines, Steam Turbines, Gas Turbines and hybrid solutions with Wind and Solar energy
- Covering LatAm, with focus in the Caribbean and South American markets
- Identification of market opportunities for Dresser-Rand / Siemens equipment in those markets
- Developed and implemented sales channel strategy based on local representatives and aftermarket support
- Developed and implemented marketing strategy based on affiliations with local associations, utilities and ESCOs
- Led multidisciplinary team focused on the development of energy projects

**Lead Business Developer/Interim General Manager,
Anaia Global Renewable Energies, Halifax, NS**

2010 – 2013

DUTIES AND ACHIEVEMENTS:

- Developed 100MW+ of wind energy. Directly responsible for: land and ROW acquisition, site/energy monitoring, permitting, local/state/federal government relationship, utility interconnection process, social and environmental impact studies, equipment and EPC procurement, preparation of RFP documents and PPA negotiation, etc.
- Led multidisciplinary team focused on the development of energy projects, including direct reports, consultants etc.
- Responsible for the monitoring and management of the business and progress reporting to shareholders
- Prepared and implemented business development, marketing and communications strategy focusing on generating awareness about our organization and renewable energy among Native American Nations, Government Agencies and general public in Canada
- Participated and presented studies to push forward renewable energy policies in Nova Scotia as well as organized meetings to discuss draft policies with government representatives such as Mayors, Deputy Ministers and Tribe Chiefs
- Maintained constant relationship with community groups, government officials and industry senior executives

Research Intern, Jantzi Research, Toronto, Canada

June 2009 – August 2009

DUTIES AND ACHIEVEMENTS:

- Researched and evaluated ESG and Corporate Social Responsibility reports of U.S. and Canadian companies, populating an international database used by several investment funds across the globe
- Wrote a paper focused on the responsible Investing market to be used as a marketing and communication tool

Marketing Director / Co-founder, Tekoha, Sao Paulo, Brazil

2006 – 2008

DUTIES AND ACHIEVEMENTS:

- New company start-up: business plan development, fund raising, new brand creation, portfolio construction
- Community outreach and relationship building. Developed relationship with 30+ communities
- Business development and strategic partnership building with points-of-sale and corporations interested in sustainable development

**Marketing and Product Manager – Latin America and Brazil,
Natura Cosméticos, Sao Paulo, Brazil**

2003 – 2007

DUTIES AND ACHIEVEMENTS:

- Developed and released several top selling cosmetic products across Latin America: Natura Aguas, Fotoequilibrio and holiday gift sets with revenues above CAD\$ 100 million
- Headed diverse team of 6 staff from Sales, Finance, Logistics, Assembly Line, Packaging Development and Suppliers in order to guarantee cost and product quality, as well as project timely completion
- Forecasted P&L for each product line and new releases, and used financial models to develop products with superior contribution margins to the organization
- Organized international multimedia campaigns produced by advertising agencies and worked closely with sales force of 7 countries in Latin America to guarantee that the proper message was being transmitted in all countries
- Performed market research in order to understand buying trends and find ways to incentivize consumers to buy from company's sales representatives instead of retail stores

CONFERENCES AND WORKSHOPS

- CANWEA Annual Conference in Vancouver, BC – October 2011: Speaker at the Aboriginal Engagement session
- Nova Scotia Feed-in Tariff Forum in Halifax – September 2011: Speaker at the Aboriginal Consultation Best Practices and Partnering Opportunities session
- Assembly of First Nations Energy and Mining Conference in Niagara Falls – June 2011: Speaker at the International Partnership session
- Renewable Energy Conference "Building Partnerships" in Halifax – April 2011: Sponsor and Speaker

ACADEMIC DISTINCTIONS AND ACHIEVEMENTS

- Awarded 1st Wind Energy project to Membertou First Nation in Nova Scotia in 2012
- Member of winning team of the 2010 Dean's Case Competition Cup at Schulich School of Business, preparing strong business plans that addressed marketing, finance and strategy issues in different organizations across the world
- Received award for best Christmas Sales campaign in 2006, contributing to a 20% increase in sales year over year and released simultaneously in 7 countries in Latin America
- Received award from Artemisia for co-creating one of the most innovative Social Businesses in Latin America in 2008



BORALEX