

# Sérgio Molina Micaelo

Married, 2 children.  
49 years old.

Rua Figueiredo Magalhães, 421/302  
Rio de Janeiro – RJ 22031-010  
T: (21) 2235-6975  
M: (21) 97603-2131  
E: [sergio@micaelo.com](mailto:sergio@micaelo.com)

**Academic qualifications** Business administration master's degree (MSc) – PUC-Rio – 2003  
Corporate finance postgraduate – PUC-Rio – 1996  
Mechanical engineering (BSc) – CEFET-RJ – 1994

**Work experience** **SAGGRA INCORPORADORA (self-employment)**  
03/2017 - present

## **Managing Partner**

- Client prospection. Broker liaison management
- Public agent relationship concerning finance and documentation
- Project management, financial control and works supervision

**RIO 2016 ORGANIZING COMMITTEE FOR THE OLYMPIC AND PARALYMPIC GAMES**  
12/2010 – 10/2016

## **Transport Manager**

- Transport infrastructure projects oversee in behalf of Transport Department, working closely with city, state and federal government technical and top management teams as well as IOC Transport advisors
- Definition of first transport operations project directives including budget, procurement, schedule and headcount aspects from 2010 to 2016

## **Fleet Operations Manager**

- Full interface with Nissan to accomplish Rio 2016 operational objectives as well as ensure sponsorship contract terms (biggest Rio 2016 sponsorship contract)
- Commission and decommission phases planning of 5.500 vehicles for Games operations purposes

## **GAS NATURAL SERVIÇOS S/A**

10/2007 – 12/2010

## **Project Manager – New business**

- Coordination and cooperation with a multidisciplinary international team
- Continuous report to higher management in Brazil and Spain
- Development, deployment, and roll-out of new business following international guidelines

## **ORGANIZING COMMITTEE OF THE XV PAN AMERICAN GAMES RIO 2007**

03/2007 – 08/2007

## **Traffic and Transport Manager**

- Recruitment, selection, and training of 120 new employees in a tight timeline to accomplish headcount objectives (4 months)
- Training planning, development, and coordination for 1.300 transport volunteers and 3.000 drivers

# Sérgio Molina Micaelo

Married, 2 children.  
49 years old.

Rua Figueiredo Magalhães, 421/302  
Rio de Janeiro – RJ 22031-010  
T: (21) 2235-6975  
M: (21) 97603-2131  
E: [sergio@micaelo.com](mailto:sergio@micaelo.com)

## Work experience

### **PDQ ESTRATÉGIA E DESENVOLVIMENTO**

03/2004 – 03/2007

#### **Project Manager and Managing Partner**

Mainly managed projects:

Project: Teaching material technical and methodological review of refinery operator training and certification program

Highlights: work program planning (90 different subjects) and review team coordination.

Client: SENAI-RJ/Petrobras

Project: "Manual de Grupos Voluntários de Busca e Salvamento" and "Regulamentação, normalização e certificação em turismo de aventura. Relatório diagnóstico" publications

Highlights: editorial project

Client: Instituto de Hospitalidade and Tourism Ministry

Project: Simplified strategical analysis 2005-2010 and strategic benchmark definition

Highlights: first strategic assessment and workshops organization

Client: Abbot Brazil

### **FIAT AUTOMÓVEIS S.A.**

03/1998 – 07/2004

#### **Training Coordinator**

- Development of relationships with SENAI-RJ, Brazilian Army and PUC-Rio to establish long-term training programs for external stakeholders to spread Fiat product technology and brand;
- 
- Planning and management of yearly training program for dealers' teams and executives.

#### **Junior After Sales Manager**

- Strong relationship management with dealers to accomplish vehicles and parts sales objective;
- Implementation of individual projects of after sales standards, service quality and parts and services sales on dealership network.

## Languages

English – fluent  
Spanish – fluent  
French - basic

## Other information

Proficiency in Microsoft Office

Academic background is complemented by specialization courses in automotive industry and participation in academical exchange program (Fachhochschule München, Germany)