

# EDUARDO FERNANDEZ CARDOSO, PMP

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With a professional trajectory of over two decades, working in leadership positions in Commercial, Projects, and Operations areas, I have held strategic roles in renowned multinationals such as ABB, ALSTOM, GE, and DuPont Sustainable Solutions. My mission has been to drive economic and sustainable growth through the integration of business development with innovative strategies, integrated risk management, operational excellence, and a robust cultural transformation focused on sustainable and resilient businesses.

## ACHIEVEMENTS HIGHLIGHTS

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- Development of renewable businesses, maximizing financial return and social impact, through the leadership and development of high-performance teams, moving talents to deliver financial results, customer satisfaction, promoting impactful changes for companies, people, and the environment.
- Proven ability to manage budgets more than US\$180M, set business and group goals by leading 250 employees to achieve company goals and exceed client expectations.
- Implementation of consistent growth in sales (+230%) by applying a new commercial approach in hydro renewable business, implementing digital solutions, proposing regulatory changes, and driving commercial team to focus on large revitalization opportunities.
- Successful turnaround in the Plants & Systems business by deploying a strategic plan and analyzing KPIs, with a clear and effective commercial strategy to the team and developing leaders to achieve company's growth and profitability goals.
- Active leadership in the implementation of ALSTOM Project Management Office in Latin America.
- Management of services portfolio in Venezuela and Angola exceeding expected profitability, by leading project management teams and managing risks in a complex economic and cultural environment.
- Restructuring of a Global Engineering team to adapt to new market needs.
- Management of renewable project in Brazil, from design to implementation of a 1,8GW.
- Participated in ALSTOM Accelerated Management Program in Asia, Europe and Americas aimed at becoming a Global Leader by observing and learning subtle cultural differences.
- Active member of GE LATAM Leadership team for Renewable business.
- International experience.

## PROFESSIONAL EXPERIENCE

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### **DUPONT SUSTAINABLE SOLUTIONS (dss+)**

#### **EXECUTIVE DIRECTOR**

Since May 2022 / São Paulo

- Reporting to Americas General Manager and leading P&U and O&G industries with a team of 20 report.
- Responsible for helping organizations to better manage risks, improve operational performance and achieve their ESG goals by combining business management expertise and deep industry knowledge.
- Positioning dss+ as a reference of integrated risk management consulting for Utilities business in LATAM.
- Ensure organic exponential growth of 1.3x YoY, by developing customized solutions for major customer pain points linked to the strategic plan, such as contractors' management for the full value chain.

### **GENERAL ELECTRIC**

#### **SALES DIRECTOR**

Mar/2018 – Apr/2022 - São Paulo

- Reporting to LAM General Manager and leading a team of 15 direct/indirect report.
- Responsible for capturing tender opportunities by developing South Cone LATAM and Brazilian Hydropower and Solar business for new Projects and Retrofit, targeting US\$170M annually.
- Closed US\$450M revitalization deal, and securing the biggest new Large Hydro Project (US\$75M), in 2020.
- Strengthening regulation agencies relationship, capturing tendencies and influencing changes on the regulatory framework.
- Developing new sales approach for hydro business by applying economic modeling repowering projects.
- Positioning Digital Solutions in Brazilian market to improve asset management focusing on OPEX optimization, reduction of machine downtime and increasing revenue by analyzing the trade-off between increasing machine range and asset depreciation cost.

- Bringing a modern floating solar panels technology to regional market and influence on appropriate regulation changes.

## **ALSTOM / GENERAL ELECTRIC ENGINEERING DIRECTOR**

Jun/2014 – Mar/2018 - São Paulo

- Reported to LAM General Manager and led a team of Engineering products, systems, technology, and services rehabilitations with 250 direct and indirect head counts.
- Managed regional annual sales of about US\$ 200M.
- Designed and implemented a new operational Engineering methodology by deploying a cluster center of excellence globally as opposed to regionally.
- Led major turnaround and restructuring plan to gain more competitiveness, achieving a savings of US\$ 8.5M yearly.
- Spearheaded the culture change inside Engineering function (global approach, developed global leaders, cost out, NPIs)
- Contributed to winning 3 main retrofit projects in Brazil (2017-2018), bringing a total of US\$130M orders.

## **PROJECT DIRECTOR**

Jan/2010 – May/2014 - São Paulo

- Reported to PMO Director and led a team of Project Managers in Hydro portfolio of more than US\$ 250M with 30 direct and indirect head counts.
- Contributed to the increase in project margin of Angola project in 15%, mainly through strict cost control and strategic variation orders.
- Ensured profitability of complex Venezuela Portfolio by keeping positive cash flow throughout execution and implemented an adequate termination strategy to achieve projects financial goals.
- Effectively managed delivery of the largest Hydro Turbine project in Brazil in 2014, overcoming logistic barriers from import castings from China, turbine manufacturing in São Paulo and final delivery in the northern region, by land and waterways while delivering the project on scheduled.

## **PROJECT MANAGER**

Sep/2006 – Dec/2009 - São Paulo

- Reported to Project Director and managed projects of up to US\$ 30M, in Angola and Venezuela, with a team of 10 head counts.
- Performed close risk management analysis to maximize project budget.
- Spearheaded the implementation of a new cost management tool for hydro business to accurately manage all costs and cash out.
- Delivered a new HPP project in Angola with high level of operational excellence and well recognized by the Senior Leadership.

## **PROJECT COORDINATOR**

Jan/2005 – Aug/2006 - São Paulo

- Focal point to connect and promote local product development team with R&D team in France.
- Coordinated automation project executions in Latin America and supervised the engineering team and subcontractors for on time delivery and to meet clients' quality requirements.

## **PROJECT ENGINEER**

Jan/2001 – Dec/2004 - São Paulo/ Paris

- Acquired vital work experience in France for 1.5 years and developed new solutions for hydro power plant automation together with R&D team.

## **ACADEMICS, COURSES AND LANGUAGES**

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- BOARD OF DIRECTORS CERTIFICATION – IBGC (Brazilian Institute of Corporate Governance) – May/2023
- EXECUTIVE MANAGEMENT PROGRAM – University of La Verne/California - Jul/2012.
- POST MBA IN PROJECT MANAGEMENT – FIA/São Paulo – Jun/2010.
- PMP CERTIFICATION - PMI | São Paulo – Jun/2009.
- MBA IN PROJECT MANAGEMENT – FIA/São Paulo - Jul/2007.
- BACHELOR'S ELECTRICAL ENGINEERING – FEI/São Paulo – Dec/2001.
- MANAGER DEVELOPMENT COURSE – 2-week Executive Development Program GE University/NYC – 2017.
- FAST WORKS (AGILE) COACH TRAINING – GE University/Houston – 2016.
- ELECTRICAL ENERGY SECTOR – Physical Aspects and Regulation - ABCE Association/2013.
- ACCELERATED MGMT PROGRAM – 6-month Executive development program in China, India, USA, Brazil, and Europe - Alstom University -2013.
- INTERNATIONAL PM – Risk Management, Project Planning, Contract Management - Alstom University – 2007/2011.
- **PORTUGUESE (Native) - ENGLISH (Fluent) - FRENCH (Fluent) - SPANISH (Fluent)**