

EDUARDO FERNANDEZ CARDOSO, PMP

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Executive with over 20 years of experience leading strategic transformations across the Energy, Infrastructure, Utilities, and Oil & Gas sectors in Latin America.

Currently acting as Executive Director at dss+, responsible for driving business growth and market positioning across the region, leading transformation programs focused on operational excellence, integrated risk management, and sustainability. Acts as a trusted advisor to C-level executives, bridging strategy and execution to improve performance, strengthen resilience, and address the challenges of the energy transition.

Combines strong industrial experience with a hands-on, field-oriented approach, ensuring effective implementation of change through leadership development, governance systems, and operational discipline.

KEY ACHIEVEMENTS

- Led business development in renewable energy, combining commercial strategy, operational execution, and high-performance team building.
- Managed budgets exceeding USD 180 million and led teams of up to 250 professionals in multicultural environments.
- Drove revenue growth through commercial strategy redesign and focus on high-value opportunities.
- Turned around business unit performance through strategic planning, KPI management, and leadership development.
- Led the implementation of ALSTOM's PMO across Latin America.
- Managed complex portfolios in Venezuela and Angola, ensuring profitability in highly volatile economic and institutional environments.
- Restructured global engineering organizations to increase competitiveness and efficiency.
- Led capital-intensive renewable energy projects in Brazil (up to 1.8 GW), from development to execution.
- Extensive international experience across Latin America, Europe, Asia, and Africa.

PROFESSIONAL EXPERIENCE

DUPONT SUSTAINABLE SOLUTIONS (dss +)

EXECUTIVE DIRECTOR

May 2022 – Present | São Paulo

Executive responsible for growth, market positioning, and business development of dss+ in Latin America, across energy, utilities, oil & gas, and infrastructure sectors.

Leads enterprise transformation programs focused on integrated risk management, operational excellence, and sustainability, working directly with C-level executives to drive performance transformation and strengthen organizational resilience.

Key responsibilities and achievements:

- Positioned dss+ as a trusted advisor in risk-based transformation for leading energy and utilities companies
- Led the transition from a productized services model to a value-driven, consultative approach, co-created with clients.
- Structured and delivered large-scale transformation programs covering operational risk management, safety, performance, and ESG.
- Achieved consistent business growth (~1.3x YoY), expanding strategic accounts and developing customized solutions.
- Built and developed high-performance teams across Latin America, strengthening leadership and execution capabilities.
- Acted on critical topics such as energy transition, regulatory complexity, contractor management, and operational risk.

GENERAL ELECTRIC

SALES DIRECTOR

Mar 2018 – Apr 2022 | São Paulo

Responsible for commercial leadership and business development in hydropower and solar segments across Latin America, focusing on new projects and asset modernization.

- Managed annual pipeline of approximately USD 170 million.
- Closed strategic contracts, including a USD 450 million modernization project and major new projects in Brazil.
- Developed a new commercial approach for hydropower projects focused on repowering and economic optimization.
- Strengthened relationships with regulatory agencies and influenced regulatory discussions.
- Introduced digital solutions to optimize OPEX, increase availability, and maximize revenue.
- Developed and positioned new technologies, including floating solar solutions.

ALSTOM / GENERAL ELECTRIC

ENGINEERING DIRECTOR

Jun 2014 – Mar 2018 | São Paulo

Responsible for product and services engineering leadership, from tendering to execution, managing multidisciplinary teams.

- Led teams of up to 250 professionals.
- Managed annual revenues exceeding USD 200 million.
- Implemented a global engineering model (center of excellence), improving efficiency and standardization.
- Led restructuring program generating savings above USD 8.5 million per year.
- Spearhead cultural transformation and leadership development.
- Contributed to closing strategic projects in Brazil (~USD 130 million).

PROJECT DIRECTOR

Jan 2010 – May 2014 | São Paulo

- Managed portfolio exceeding USD 250 million.
- Improved margins in international projects (e.g., Angola +15%).
- Managed complex portfolio in Venezuela, ensuring positive cash flow.
- Delivered one of Brazil's largest hydropower projects, overcoming significant logistical challenges.

PROJECT MANAGER

Sep 2006 – Dec 2009 | São Paulo

- Managed projects up to USD 30 million.
- Implemented robust risk management practices.
- Developed project cost control tools.
- Delivered projects with high operational excellence.

PROJECT COORDINATOR

Jan 2005 – Aug 2006 | São Paulo

- Coordinated integration between local engineering and global R&D.
- Managed automation projects across Latin America.

PROJECT ENGINEER

Jan 2001 – Dec 2004 | São Paulo / Paris

- International experience in R&D in France.
- Developed automation solutions for hydropower plants.

CERTIFICATIONS & LANGUAGES

- Board Member Certification – IBGC (2023)
- Executive Management Program – University of La Verne, USA
- Post-MBA in Project Management – FIA
- MBA in Project Management – FIA
- PMP – Project Management Institute (PMI)
- Electrical Engineering – FEI
- **Languages:** Portuguese (Native) | English (Fluent) | French (Fluent) | Spanish (Fluent)