**FABIO ARMANI**

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**Education**

1999 - 2001 **MIT SLOAN SCHOOL OF MANAGEMENT Cambridge, MA**

Candidate for MBA degree, June 2001

Member of Consulting, MediaTech, and Soccer Clubs

Director of the Brazilian Club, Administrator of the Brazil-MBA webpage

1990 - 1994 **FUNDAÇÃO GETÚLIO VARGAS São Paulo, Brazil**

Bachelor of Arts in Public Administration

Member of Graduation Commission and Athletic Academic Association

1991 - 1996 **UNIVERSIDADE DE SÃO PAULO São Paulo, Brazil**

Concentration in Economics

Director of Athletic Academic Association

**Experience**

Summer 2000 **BOOZALLEN & HAMILTON São Paulo, Brazil**

*Summer Associate*

* Analyzed and quantified strategic, commercial and operational synergies that would result from an acquisition in the telecommunications sector;
* Evaluated business plan and management team of a start-up for a foreign investor;
* Developed valuation models for two B2B portals and an Internet Data Center.

1997 - 1999 **CREDIT AGRICOLE INDOSUEZ EMERGING MARKETS São Paulo, Brazil**

*Asset Management Analyst / Equities Proprietary Position Analyst*

* Analyzed, controlled, and prepared reports of offshore and local investment funds ($1 billion);
* Analyzed and controlled local equities proprietary portfolio ($100 million);
* Structured arbitrage operations, resulting in a 20% annual return on a $35 million portfolio;
* Calculated and analyzed P&L of the Equities and Asset Management units for evaluating performance and potential improvement opportunities.

1995 - 1996 **SERVLEASE GROUP / WORLD TRADE CENTER SÃO PAULO São Paulo, Brazil**

*Project Coordinator / Finance and Administrative Manager*

* Assisted the implementation of 7 business units, defining the scope of each unit and developing project schedules, budgets and forecasts ($20 million 1st year revenues);
* Managed the implementation of financial and accounting systems for the group's holding;
* Acted as Controller for one of the units and managed a staff of three; organized the billing area enabling the recovery of 50% of bad debts;
* Created and implemented internal Organization & Methods and Human Resources policies.

1994 - 1995 **HUDSON BRASILEIRA DE PETRÓLEO São Paulo, Brazil**

*Sales & Marketing Planning Supervisor*

* Contributed to the implementation of a new business plan after a company-wide restructuring process that resulted in a new matrix-based organizational structure and in a 15% cost reduction;
* Contributed to the development of the strategic marketing plan with a $2 million budget, resulting in new marketing campaigns and partnerships with large companies, such as Mobil and Coca-Cola;
* Reorganized the planning department and developed planning tools for analyzing performance and establishing specific strategies to increase sales;
* Managed promotions and advertisements for Hudson’s gas stations; led a staff of three.

**Additional Information**

* Citizen of Brazil and Italy; EU working permission
* Fluent in English and Portuguese; conversant in Spanish
* Acted as a leader of the “Caça ao Canguru” scavenger hunt at the Universidade de São Paulo, which sponsored food drives to support neighboring communities
* Soccer enthusiast