

MARCOS MACHADO TEIXEIRA

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EDUCATION

- Massachusetts Institute of Technology
Master of Engineering in Logistics, Supply Chain Management Program
Cambridge, MA – USA
Expected: June 2015
- FAE Business School
Business Administration Specialization with major in Logistics (GPA: 9.0/10.0)
Curitiba, PR - Brazil
July 2008
- University of California
Certificate in Diploma Program in Finance with Internship
Berkeley, CA - USA
May 2006
- ❖ Awarded with Distinction
Internship at UBS Financial Services – San Francisco, CA
- Worked in the Corporate Cash Management Group
 - Researched and prospected new clients through the Bloomberg terminal
 - Developed commercial contacts and presented the Bank's products
- FAE Business School
Bachelors Degree in Economics (GPA: 9.1/10.0)
Curitiba, PR, Brazil
May 2005
- ❖ Ranked 1st in class (class size: 50) - 50% Academic scholarship in all years
- Federal University of Parana - UFPR
Bachelors Degree in Law
Curitiba, PR, Brazil
January 2005
- Internship at Federal Court of Parana – Civil Law
- Processed legal orders
 - Assisted the Public in legal questions
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WORK EXPERIENCE

- COSTA TEIXEIRA TRANSPORTES
Transportation Logistics Company
Executive Manager
Ponta Grossa, PR, Brazil
January 2007 -Present
- Managed the legal issues related to Civil Law and Tax Law
 - Brought in three new customers who are responsible for 12 percent of the company's current revenue
 - Negotiated with a Chinese supplier for some consumer items that resulted in savings of R\$ 900.000,00 (Brazilian real) in two years
 - Opened 03 new subsidiaries that are responsible for 17 percent of the company's revenue
 - Developed an outsourced fleet in the company which now responds for 15% of our revenue
 - Automated the company's payment methods resulting in more accuracy and less risk
 - Earned the ISO 9001, ISO 14001 and SASSMAQ Certificates, reducing the company's quality problems from 0,4% to less than 0,1% of the total freights
 - Produced reports for Financial and Operational situation of all subsidiaries directly for the Boarding of Directors
 - Created a human resources sector only for truck driver's hiring and training
 - Established a partnership with the Brazilian army, in Ponta Grossa to hire soldiers after they leave the army
- HSBC BANK – HSS (HSBC SECURITIES SERVICES)
Institutional Funds Services Operations
Full Operations Analyst
Curitiba, PR, Brazil
June 2006 –December 2006
- Processed Fund Portfolios
 - Settlement of market transactions
 - Controlled and reported Investment Foundations' cash flow position
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ADDITIONAL INFORMATION

- Languages: Portuguese (native), English (fluent), Spanish (advanced)

Volunteer Experiences:

- Francisclara - donation gathering for a Child Care Center's construction in Ponta Grossa - PR
- UFPR – NPJ – Legal Assistance to Disadvantaged Communities