

Nuno G. Rodrigues BIO

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Profile

Nuno is an international trusted commercial executive and business leader, with over 20 years of experience in multiple senior commercial, financial and strategic roles across several industries for leading blue chips, mid-tiers, SMEs and startups. Nuno is highly entrepreneurial, commercially and strategic astute, results oriented, with natural ability to build businesses, grow portfolios, lead and motivate high performing cross functional teams, significant experience engaging with C-suite, Board and Senior Management. Nuno has lived in 7 different countries in 3 different continents.

Companies: Abu Dhabi National Energy Co. “TAQA”, Rio Tinto, BHP Billiton, KPMG Consulting, BearingPoint, Moshe Capital; EPIROC, and others as an independent consultant/advisor

Industries: Oil & Gas, Natural Resources, Energy, Technology, Private Equity, Management Consulting

Core Skills: Corporate Development, Business Development, New Ventures, Strategy M&A, Greenfield and Brownfield Investments, Project Management, Capital Raising, Deal Origination & Execution, Strategic Planning, Emerging Markets, Stakeholder Management, Complex Negotiations, Due-Diligence, Sales, ERP & Software Implementations, Startups, Business Coaching & Mentoring

Key Professional Achievements:

- Led the acquisition of Aspect Energy’s, an US Oil & Gas company in Iraq/Kurdistan; > US\$ 500 Million, plus over \$1 Billion in Capex commitments
- Led the acquisition of 19.9% of “*WesternZagros Resources*” (TSX listed) for ~US\$ 45 Million; position sold after 12 months for ~US\$ 100 Million (2x).
- Leading role in the development and execution of TAQA’s group strategy for Oil & gas in the MENA region (Middle-East & North Africa).
- Evaluated and Advised Rio Tinto’s Investment Committee and CFO in over 12 major investments and M&A transactions in Iron Ore, both organic and external, typically above US\$ 250 Million (average deal size in the range US\$ 500 Million to US\$ 2 Billion).
- Led complex commercial negotiations with key stakeholders including governments, communities, tier 1 professional services companies (i.e. banks, law firms)
- Led multiple due diligence teams in the evaluation of investment targets globally in oil & gas, mining, power generation
- Led and/or took key roles in multiple international ERP software implementations as a senior subject expert or project manager
- Leading role in business transformation and cost saving programmes at Rio Tinto and at TAQA, delivering over >\$1B in cost efficiencies.
- Co-founded a PE fund in South Africa to invest in SMEs in Southern-Africa.
- Sales Lead for EPIROC MineRP in Latin America, opening new business in 6 countries
- Coached and mentored over 60 entrepreneurs globally during the Covid pandemic, through a leading online platform.
- (And more...)