

**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 **BOOZALLEN & 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 1<sup>st</sup> 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