

MARCOS SEMOLA

CIO | IT Executive | Business Manager | CSO | GRC Manager | Consulting Director

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SUMMARY

Executive of Information Technology; strategist transformer; manager with entrepreneur mindset; risk management expert and multinational professional with over twenty-five years' experience in business, consulting and IT in the sectors of Energy, Finance, Services and Retail. Computer Engineer, MBA, CISM, currently holds the position of IT Manager for Latin America at Shell accountable for a 13.3mi USD budget operation. Extensive international experience after four years in Europe, initially as Head of Information Risk Operations at Atos Origin in the UK, responsible for global IRM consulting, and as Global IT GRC Manager at Shell Gas & Power in the Netherlands accountable for Governance, Risk and Compliance for subsidiaries (JVs) distributed in thirty-five countries.

Prior I had regional accountability as Security Consulting Manager for Latin America of Atos Origin / Schlumberger, developing a new business unit and managing a team of twenty-six experienced consultants, generating gross margin of 35% and duplicating the revenue results in the second year of operation. I also hold previous experience as consultant, product and project manager at Modulo Security after a professional debut as the entrepreneur owner of a software development and networking company during nine years.

Additionally I am an MBA Professor of FGV Business School since 2000 with published books, international certifications and awards and I have served for six years as volunteer Vice-President and now as Advisor of ISACA, a non-profitable international system audit and control association.

MAIN ARCHIEVEMENTS

Cost saving realization of 2.2mi USD/year (C10). Successful app portfolio streamline and leading of ERP SAP ECC6.0 upgrade project.
Shell Downstream, Brazil

Full compliance of all 35 G&P subsidiaries worldwide.
Shell Gas & Power International, NL

Development of a new business unit reaching 35% GM in the first year after building a strong delivery team.
Atos Origin, UK / Brazil

PROFESSIONAL EXPERIENCE

Executive IT Manager Latin America

Shell Oil Company

Feb 2009 - ongoing Rio de Janeiro, Brazil

Executive manager accountable for a 13.3mi USD budget operation accountable for end-to-end information technology services portfolio as the primary IT interface with downstream business in LA.

- Successful delivery of ERP ECC6 upgrade, SPED and legal/fiscal projects in conjunction with SLA setup and portfolio rationalization, leveraging cost saving realization of 2.2mi USD/year.
- Operation of multiple legacy ERPs in the region and a complex non-ERP connected systems. Integration of geo distributed teams.

SKILLS

IT Governance



Leadership / Team Building



Stakeholder Management



Planning / Benefit Realization



Problem Solving



Risk Management / Compliance



STRENGTHS

Business Op holistic view

acquired by nine years of hands-on activities as a company founder and manager through all standard business operation processes.

Communication

acquired by multiple academic and professional activities such as sales support, MBA professor, key note speaker, book writer and company spokesman.

Results-Oriented mindset

acquired by a deep experience into the consulting industry driven by the outcome of proposed solutions and customer needs.

AWARDS

2012 EVP AWARD® for the global application portfolio rationalization and ERP SAP ECC6 project delivery

2008 ISSA Brazil AWARD® IT Professional of the Year

2007 NATA® one of the fifty most influent InfoSec Executives of Brazil

2004 SECMASTER® Security Professional of the 2004 on the Market Develop. by ISSA.

PROFESSIONAL EXPERIENCE

Global IT GRC Manager

[Shell G&P International](#)

Jan 2008 - Feb 2009 The Hague, Netherlands

Leader accountable for global compliance programmes and assurance plans across worldwide subsidiaries distributed along 35 countries within a 2.5bi EUR Business.

- Successful establishment of a global IT assurance policy and compliance programme through all joint ventures remained fully compliant with the Information Risk Management schemes.

Head of Information Risk Operations

[Atos Consulting UK](#)

July 2005 - Jan 2008 London, United Kingdom

Principal consultant responsible for 12.3mi EUR global contracts through direct involvement as business developer and global programme manager across industries.

- Growth Transport sector revenue in 42% in the first year.

Security Consulting Manager for South America

[Atos Origin](#)

Jan 2004 - July 2005 Rio de Janeiro, Brazil

Transformer manager accountable for the development of a new consulting business unit from the scratch covering end-to-end operation processes to deliver projects to the region.

- Successful development of a 4.0mi BRL business unit with 35% gross margin and duplication of revenue in the second year of operation.

Senior Principal Consultant

[Schlumberger](#)

Jan 2003 - Jan 2004 Rio de Janeiro, Brazil

Consultant responsible for the sales development, strategic security advisory and information risk management project delivery covering all industries and all domains of ISO/27001/BS7799 framework.

- Successful delivery of a 2.3mi EUR security project to Petrobras.

Product Manager, Consultant

[Modulo Security Solutions](#)

Jan 1999 - Jan 2003 Rio de Janeiro, Brazil

Manager accountable for consulting service development; sales support; commercial proposals, alliances and the delivery of information security consulting services across all industries.

- Sales growth of 291% in the period and business bottom line results from process improvements and delivery of a wide range of consulting projects and industries.

Owner / Executive Director

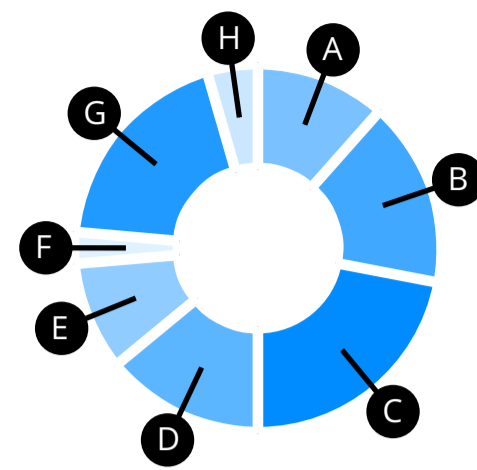
[Sssolutions LTDA](#)

Jan 1991 - Jan 1999 Petrópolis, Brazil

Owner entrepreneur, executive accountable for the end-to-end business foundation and operation built to deliver networking; information system development; training and consulting to the retail automation industry.

- Sustainable growth through the nine-years period of operation and a robust portfolio of mid-size retail customers in Brazil.

TASK BALANCE



- A** Strategy / Planning
- B** Demand Management
- C** Stakeholder Management
- D** Delivery Assurance
- E** Team Management
- F** Crisis Management
- G** Cost Reduction / Innovation
- H** Reporting

BOOKS



Information Security Mngmt - Exec.View (2002/14)

[Marcos Semola](#)



Innovation & Competitive Intelligence, 2012

[Marcos Semola and others](#)



Information and Communication Mngmt, 2005

[Marcos Semola and others](#)

CERTIFICATES

CISM Certified Information Security Manager

[ISACA Information Systems Audit and Control Association](#)

PCI/DSS Assessor in Data Security Standard for Payment Card Industry

[PCI Security Standards Council](#)

BS7799 Lead Auditor (ISO2700)

[British Standards Institute](#)

PRINCE2 Practitioner

[PRINCE2 Training Organization](#)

EDUCATION

Post Graduate Certificate in Disruptive Strategy

[Harvard Business School - HBX, USA](#)

Oct 2016 - ongoing GPA : /

Post Graduate Certificate in Negotiation and Strategy

[London School of Economics and Political Science - LSE, London, UK](#)

Apr 2006 - Sep 2006 GPA : /

Post Graduate in Marketing and Business Strategy

[Rio de Janeiro State University - UERJ, Brazil](#)

Jan 2000 - Dec 2000 GPA : /

MBA in Applied Technology in Business

[Fundacao Getulio Vargas Business School, Brazil](#)

Jan 1998 - July 1999 GPA : /

Post Graduate in Computer Networking

[Rio de Janeiro State University - UERJ, Brazil](#)

Jan 1997 - Dec 1997 GPA : /

BSc. in Computing Science

[Catholic University of Petropolis - UCP, Brazil](#)

Jan 1992 - Dec 1996 GPA : /

LANGUAGES

Portuguese

Native

English

Proficient

Spanish

Intermediate