

MARCOS SEMOLA

CIO | IT Executive | Business Manager | GRC Manager | Consulting Director | Chief Security Officer

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SUMMARY

IT Executive specialized in Governance, Risk and Compliance; strategist transformer; manager with entrepreneur mindset; cybersecurity expert and multinational professional with over twenty-five years' experience in business, consulting and IT in the sectors of Energy, Finance, Services and Retail. Bachelor degree in Computer Science; MBA in Applied Technology; certified CISM since 2004, Lead Auditor 27K and PCI-DSS, currently holds the position of CIO / IT Manager for Latin America at Shell accountable for end-to-end IT services portfolio as the primary IT interface with business in a 13.3mln USD OPEX operation.

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 including framework definition and supervision of policies and controls.

Prior 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. Holds previous experience as consultant, product and project manager at Modulo Security after a professional debut as the entrepreneur founder of a software development and networking company during nine years.

MBA Professor of FGV Business School since 2000 with published IRM books, international certifications and awards and also has served for seven years as volunteer Advisor and Vice-President of ISACA, a non-profitable international system audit and control association.

MAIN ARCHIEVEMENTS

Successful Data Centre/SAP incident management. Cost saving realization of 2.2mln USD/year (C10). Successful app portfolio streamline and responsible for delivery of ERP SAP ECC6.0 upgrade project.

Shell Downstream, Brazil

Design, implementation, operation and maintenance of an IRM compliance programme of all 35 G&P subsidiaries worldwide including framework definition and supervision of policies and controls.

Shell Gas & Power International, NL

Development of a new Information Security Consulting business unit and project delivery methodology reaching 35% GM in the first year after building a high performance delivery team.

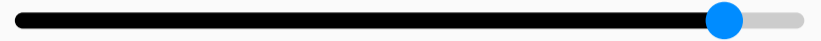
Atos Origin, UK / Latin America

Definition and deployment of an embracing Information Security Policy Campaign (9mln R\$) for Petrobras, the largest Brazilian Oil&Gas company, establishing new IRM KPYs; processes and incident measurements.

Schlumberger, Brazil

SKILLS

IT Governance / Transformation



Stakeholder Management / Communication



Leadership / Team Building



Data Protection / Risk Management



Planning / Benefit Realization



Problem Solving / Value Proposition



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

2016 EPV AWARD® for Incident Management

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.

Executive IT Manager Latin America

[Shell Oil Company](#) Feb 2009 - ongoing Rio de Janeiro, Brazil

Executive IT manager accountable for a 13.3mln USD OPEX operation and for end-to-end information technology services portfolio (hosting, storage, telecom, desktop, app support, project) as the primary IT interface with downstream businesses in Latin America.

- Successful Data Centre/SAP incident management.
- Successful delivery of ERP ECC6 upgrade, SPED and legal/fiscal projects in conjunction with SLA setup and portfolio rationalization, leveraging cost saving realization of 2.2mln USD/year (16,5%).
- Operation of multiple legacy ERPs in the region (SAP, JDE, SUN) and a complex non-ERP connected systems. Integration of geo distributed teams. Simplification and virtualization.

Global IT GRC Manager

[Shell G&P International](#) Jan 2008 - Feb 2009 The Hague, Netherlands

Leader accountable for global GRC 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, including definition and supervision of policies and controls (SOX / COBIT / ITIL / ISO27k).
- Successful framework rollout supporting the Group Assurance Letter.

Head of Information Risk Operations

[Atos Consulting UK](#) July 2005 - Jan 2008 London, United Kingdom

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

- Growth Transport sector revenue in 42% in the first year through a success delivery of identity management and business continuity plan projects.

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 South America region.

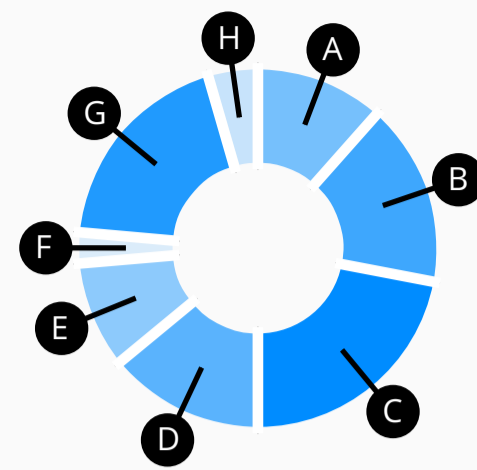
- Successful development of a 4.0mln BRL business unit and project delivery methodology with 35% gross margin and duplication of revenue in the second year of operation.
- Project delivery spectrum: risk assessment; gap analysis; business continuity plan; penetration test; information security campaign; IRM awareness; identity management; SOX compliance; disaster recovery plan; end-point security implementation; security policy; BS7799/ISO27k ISM certification consulting.

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 2.3mln EUR security project to Petrobras.



- 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



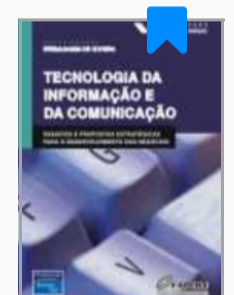
Information Security Mngmt - Exec.View (2002/14)

[Marcos Semola](#)



Innovation & Competitive Intelligence,

[Marcos Semola and others](#)



Information and Communication Mngmt,

[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](#)

PROFESSIONAL EXPERIENCE

Product Manager, Consultant

[Modulo Security Solutions](#) Jan 1999 - Jan 2003 Rio de Janeiro, Brazil

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

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

Founder / Executive Director

[Sssolutions LTDA](#) Jan 1991 - Jan 1999 Petrópolis, Brazil

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.

LANGUAGES

Portuguese Native

English Proficient

Spanish Intermediate

EDUCATION

Post Graduate Certificate in Disruptive Strategy

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

Oct 2016 - Jan 2017 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: /