

Mauro Godinho

Cross-Border Strategic Operator | Brazil - Europe Interface

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Positioning

- I operate at the intersection of international investment and execution in Brazil, supporting European and Asian organizations in structuring and advancing projects in complex environments.
- Bridging **regulatory, cultural, and operational gaps** across stakeholders — particularly in the context of the current expansion in Bahia.

Current Context

Bahia is emerging as a strategic hub driven by:

- Chinese-led industrial and infrastructure investment
- European demand for secure and sustainable supply chains
- Brazilian policy alignment toward industrialization and energy transition

This creates a unique need for **on-the-ground coordination across international actors**.

Where I Add Value

- Cross-border project structuring and coordination
- Stakeholder alignment (public / private / international)
- Localization of international operations in Brazil
- Navigation of complex, multi-party environments

Focus Area

- Industrial development (EV ecosystem, supply chains)
- Infrastructure and logistics projects
- Critical minerals and resource partnerships
- Energy and related industrial applications

Selected Background

- Engineering-based foundation developed within technology, with progression into business administration and project execution
- 30 years of experience across European (including Switzerland) and Brazilian markets
- Track record in leadership, client-facing, and execution roles in complex organizational settings
- Multilingual: Portuguese, English, German

Engagement

Currently exploring opportunities to support organizations entering or expanding in Brazil, particularly in Bahia. Open to:

- Strategic roles
- Project-based engagements
- Advisory or partnership structures