

# Mauro Godinho

21.09.1975 | Salvador da Bahia, Brazil  
Brazilian with Swiss Citizenship  
Europe-focused, globally based, selective advisory  
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## Summary

- 30 years leading complex product, platform, and transformation initiatives at the intersection of business and technology, across industries ranging from manufacturing to financial services
- Academic foundation in Computer Science and Business Administration, complemented by certifications in Product Management (ISPMA Excellence) and Agile Delivery
- Main language: translating complexity into execution. Other languages: Portuguese (mother), English (fluent), German (very good written/spoken)

## Career History

### October 2020 – March 2025

#### PureFacts Financial Solutions (Toronto – Canada | remotely from Brazil)

Senior Consulting & Advisory (60%)

- 3-year implementation project of a **major European integration** for HSBC's custody business (HSBC Trinkaus & Burkhardt AG in Düsseldorf, now HSBC Continental Europe S.A.) alongside a complex data migration and decommission of an internally developed legacy solution
- 2-year implementation project of a new solution for DZ PRIVATBANK (Luxembourg) **harmonizing advisory fee and portfolio management fee calculation as well as reporting across 3 jurisdictions** (Luxembourg, Germany & Switzerland)
- 6-month **upgrade and business process optimization** project around EFA's fund and compartment level fee calculation and reporting (European Fund Administration in Luxembourg)

### December 2017 – March 2020

#### UBS Wealth Management and Personal & Corporate Banking (Zürich – Switzerland)

Global IT Service & Product Manager

- Owned **global client tax reporting platform** (strategy, roadmap, lifecycle, and delivery)
- Managed **multi-jurisdiction product landscape** across Europe, Asia, and LATAM
- Led product governance and financial management, including forecasting and controlling of **run-the-bank and change-the-bank budgets**
- Managed a **multi-vendor ecosystem**, including external partners and Big Four firms (KPMG, Deloitte) delivering jurisdiction-specific tax reports with the bank's data
- Oversaw service operations (L2/L3) across a **multi-country reporting platform**, ensuring consistency and reliability across regulatory environments and internal & external engines.
- Drove the initiation and delivery of a **global tax data hub** in a highly fragmented ownership environment, forcing alignment across regions and functions and escalating strategic decisions to C-level to unlock funding, prioritization, and cost optimization
- Drove **agile transformation and cross-functional alignment** between business and IT

**Career  
History**

**September 2006 – June 2017**

**Quartal Financial Solutions AG (Zürich – Switzerland)**

Senior Consulting & Advisory (80% from 2015 – 2017)

- Supported account management and project steering for **key client relationships** such as Pictet & Cie (Geneva), Brown Brothers Harriman & Co (Boston), DAB BNP Paribas (Munich), Bank Degroof Petercam (Brussels), Sparinvest S.A. (Copenhagen), Commerzbank (London)
- Supported product management and sales for **lead accounts** such as 888 Holdings Plc (Gibraltar), ACOLIN Fund Services (Zürich), Ashmore Group (London), EFG Asset Management (London)

Head of Professional Services (member of the executive team 2010 - 2014)

- Led **portfolio of 10 – 20 projects/year** across multiple countries
- Owned consulting **delivery, staffing, revenue and operational performance**
- Introduced **agile delivery and performance transparency frameworks**
- Led the **integration of sales, product, delivery, and finance processes** through an internal framework (integrating Salesforce, Atlasian JIRA & agile plug-ins and Microsoft SharePoint), enabling end-to-end visibility across planning, controlling, reporting, invoicing, and forecasting
- Addressed systemic performance issues by aligning deal quality, product readiness, and delivery execution, resulting in more **reliable outcomes across budget, timeline, and quality**

Chief Technology Officer (member of the executive team 2010 - 2014)

- Led and established a **centralized engineering function** (product, QA, infrastructure), replacing fragmented project-specific IT support with standardized product development and delivery processes
- Introduced **product alignment and migration strategies**, ensuring consistency across client implementations and **enabling scale in concurrent project delivery**
- Managed **distributed teams and external partners (near and offshore)**
- Supported **technical due diligence and pre-sales (RFP/RFI)**

Strategic Change Management (from 2008 – 2010)

- Acted as a **key change agent** in aligning stakeholders and securing support for a fundamental shift in operating model
- Drove **migration of core product platform** across 20+ installations
- Led **organizational, process, culture and technology transformation**
- Enabled **long-term scalability, product sustainability, and improved competitiveness** in both technology and recruiting markets
- Managed **multi-cultural teams and strategic partnerships**

Early Roles | BA & PM (from 2006 - 2008)

- Delivered **integration projects for fund industry platforms** across Europe and Asia such as Pictet & Cie (Geneva), Lombard Odier Darier Hentsch & Cie (Geneva), LLB (Liechtenstein), Société Générale Bank & Trust (Luxembourg), Credit Suisse (Singapore)
- Combined **technical implementation with business consulting**

**May 2003 – August 2006**  
**Skybow AG (Küsnacht – Switzerland)**

Senior Developer

- Designed & developed **web platforms, Active Directory tools, and large-scale training solutions** for clients in Switzerland using technologies such as Java, JavaScript, HTML, HTA, XML, MS InfoPath, DHTML, Sun JDK 1.4, Microsoft Visual J++ 6.0, C#, MS Producer, Camtasia, Directory Services, ADAM, ASP.NET & VB.NET, Web Services, SQL Server, Oracle
- **Microsoft EMEA**: Javascript based webcasting framework for interactive training DVDs for MSDN campaigns (such as BizTalk Server, SQL Server 2005, ASP.Net, Security Training) targeting more than **100'000 EMEA developers**, including **co-work with Microsoft evangelists** / speakers, artwork teams and video production partners
- **Lindt & Sprüngli**: intranet web-based solution integrating **real-time stock market** information (Liffe & New York) such as exchange rates, cocoa and sugar quotes for large purchases of raw chocolate materials throughout Switzerland, Germany, France, Austria, Italy and US
- **Siemens**: global web-based survey solution including **coordination of offshore development** in Bangalore – India
- **Mettler-Toledo**: web-based solution to manage **Active Directory** accounts, service accounts, groups, contacts, distribution lists from 3 domain controllers: Asia-Pacific, Europe and America.
- **Pro-Senectute**: Java based plug-in to visually and interactively manage and schedule all kinds of services for retired citizens across **Swiss communes**

**April 2002 – April 2003**  
**Dellers Informatik AG (Basel – Switzerland)**

Senior Developer

- Designed & developed of **mobile app and CMS solution** for clients in Switzerland using technologies such MS Access, MobileVB for Visual Basic 6.0, UML, ASP.NET, SQL Server
- **Alcon Pharmaceuticals**: medicament mobile app running on registered doctors' handhelds
- **ABB**: CMS for management, publication, visualization of organizational content over intranet, extranet and internet

**May 1998 – August 2001**  
**Capgemini / Unitech Tecnologia de Informação Ltda. (Salvador da Bahia – Brazil)**

Software Engineer → Project Lead

- Delivered **ERP solutions** for the construction and engineering sector, covering **full lifecycle from specification to client rollout**
- Designed and implemented core bid structuring module for **large-scale infrastructure projects** (e.g. metro lines, power plants), integrating financial, resource, and planning modules across the ERP landscape. Technology: Visual Basic 6.0, MS SQL 7.0, Crystal Reports 6.0
- Supported product rollout and onboarding of **major Brazilian construction groups**
- Bridged engineering, business analysis, and client interaction across complex implementations; **early transition into project leadership** including assignment as Project Manager for GOL Intelligent Airlines

<p><b>Frameworks Tools Technology</b></p>	<p><b>Delivery &amp; Product</b> SAFe, MSF, ITIL, Agile (Scrum)</p> <p><b>Data &amp; Reporting</b> QlikView, Crystal Reports, DevExpress</p> <p><b>Engineering &amp; Architecture</b> .NET, Java, Web technologies, UML</p> <p><b>Data &amp; Integration</b> SQL Server, Oracle, Talend</p> <p><b>Tooling</b> Jira, Subversion, TeamCity, VMware</p>
<p><b>Education</b></p>	<p><b>October 2006 - October 2007</b> <b>Open University Business School (UK)</b> MBA / Senior Management (partial)</p> <p><b>January 2000 - June 2001</b> <b>UNIFACS – Salvador University (Brazil)</b> Postgraduate Diploma, Web Technologies</p> <p><b>January 1994 - June 1998</b> <b>Federal University of Bahia (Brazil)</b> B.Sc. Computer Science</p>
<p><b>Major Certificates Contributions</b></p>	<p><b>2019 (Zürich – Switzerland)</b> ISPMA Certified Product Manager — Excellence Level</p> <p><b>2018 (Zürich – Switzerland)</b> ISPMA Certified Product Manager — Foundation Level</p> <p><b>2012 (Zürich – Switzerland)</b> Speaker — High Performance &amp; Distributed Teams</p> <p><b>2009 (Luzern – Switzerland)</b> Mentor — Hochschule Luzern (Agile Balanced Scorecard)</p> <p><b>2008 (Frankfurt – Germany)</b> Certified Product Owner &amp; Scrum Master (Jeff Sutherland)</p> <p><b>2001 (Salvador da Bahia – Brazil)</b> Microsoft Certified Professional (SQL Server)</p>