

MARCOS SEMOLA

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

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SUMMARY

25+ experienced information technology manager with a proven track record in a top oil & energy multi-national and IT consulting companies. Skilled in IT Management, Strategy, Digital Transformation, Governance, Risk and Compliance, Data Protection, Consulting Services, and Business Development.

Executive with a comprehensive set of business competencies and experiences, diverse in scope - entrepreneurship, sales, consulting, strategy and general management - across different sectors - Energy, Finance, Services and Retail - and in multiple geographies - global, regional and local in Netherlands, Brazil and United Kingdom - with particular strengths on stakeholder management, differentiated customer value propositions and excellence in contributing the most to the bottom line and greatest shareholder value.

Active member of relevant professional bodies as Vice-President member of the Board of Directors of ISACA global association, MBA Professor of FGV Business School with published books, international certifications and awards and volunteer mentor for startups.

Recognized as a team worker; problem solver with entrepreneur mindset; self-motivated; result-oriented with strong communication and people management skills.

MAIN ARCHIEVEMENTS

Achievement of Data Centre incident management. Delivery of innovation with cost saving realization of 2.2mln USD/year (C10). Streamlining app portfolio & delivery no-impact ERP SAP ECC6 upgrade.
Shell Downstream, Brazil

Compliance achieved by designing, implementing, operating and maintaining an IRM assurance programme for all 35 G&P subsidiaries worldwide including framework and supervision of policies and controls.
Shell Gas & Power International, NL

Achievement of 35% GM on a new InfoSec Consulting business unit by developing the strategy, a new delivery methodology, an innovative security services portfolio and building a high performance team.
Atos Origin, UK / Latin America

Successful establishment of an embracing Information Security Policy Campaign (9mln) for Petrobras, the largest Brazilian Oil&Gas company, establishing new IRM KPYs; processes and incident measurements.
Schlumberger, Brazil

AWARDS

2016 SHELL EVP AWARD® for Incident_Management
2008 ISSA Brazil AWARD® IT Professional of the Year

2007 NATA® one of the fifty most influent InfoSec Executives

2012 SHELL EVP AWARD® global app portfolio rationalization and ERP SAP ECC6 project delivery

2004 SECMASTER® Security Professional of the 2004, ISSA

SKILLS

IT Governance / Transformation



Stakeholder Management / Communication



Leadership / Team Building



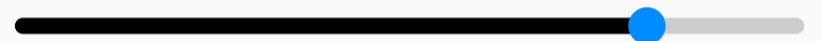
Data Protection / Risk Management



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.

CERTIFICATES

CISM Certified Info. 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

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 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.

- Achieved a reliable and innovative operation via simplification and virtualization of multiple legacy ERPs in the region (SAP, JDE, SUN) and streamline of a complex non-ERP connected systems portfolio with realization of 2.2mln USD/year saving (16,5%). Integration of geo distributed teams. Compliance with LATAM legal/fiscal demands.

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.

- Achieved successful establishment of a global IT assurance policy and compliance programme through all joint ventures for the Information Risk Management schemes, including definition, audit and supervision of policies and controls (SOX / COBIT / ITIL / ISO27k).

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, global programme and project manager across industries.

- Achieved revenue growth of 42% in the first year through 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 security services to the South America region.

- Achieved a 4.0mln revenue and 35% GM performance on the new business unit through an end-to-end spectrum of IRM services.

Senior Principal Consultant

[Schlumberger](#) Jan 2003 - Jan 2004 Rio de Janeiro, Brazil

Leader 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.

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.

- from 1991 to 1999 | Founder / Executive Director at SSSolutions LTDA
- 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.

LANGUAGES

Portuguese Native

English Proficient

Spanish Intermediate

BOOKS



Information Security Management exec.view (2002/14)

[Marcos Semola](#)



Innovation & Competitive Intelligence (2009)

[Marcos Semola and others](#)

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 Business School - 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

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

Jan 1998 - July 1999 GPA: /

Post Graduate in Networking

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

Jan 1997 - Dec 1997 GPA: /

BSc. in Computing Science

[Catholic University of Petropolis, Brazil](#)

Jan 1992 - Dec 1996 GPA: /