

MARCOS SEMOLA

Senior Executive • Consulting Services • Risk • CyberSecurity • G.R.C • Digital Transformation

☎ +55 21 988042000 @ marcos@semola.com.br 🌐 www.marcossemola.com | br.linkedin.com/in/semola 📍 Worldwide (v38.0)

SUMMARY

EY Partner. A 30 years seasoned information technology and security Senior Executive with a proven track record in a top oil & energy multi-national and IT/advisory Big4 consulting companies. Skilled in IT management; digital strategy; governance, risk and compliance; data privacy & protection; cybersecurity consulting services, and business development.

Professional with a comprehensive set of business competencies and experiences, diverse in scope - entrepreneurship, business development, 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 to the bottom line and greatest shareholder value.

Active member of relevant professional bodies as a former vice-president board member of ISACA association, VP Cybersecurity of SmartCity Institute, member of AMCHAM - American Chamber of Commerce, founder member of the Cybersecurity Enterprise Council Brazil, IAPP and IBGC member, 23+ MBA Professor of FGV Business School with 8 published books, international certifications and awards, Endeavor startup mentor, accelerator and angel investor.

Computer Science BSc. and Brazilian – Italian Citizenship 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 an innovative cybersecurity approach which growth the revenue by 112% and the gross margin in 103% serving national and multinational companies with a team of about 160+ consultants.

Ernst & Young, LAS / 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

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

SKILLS

IT Governance / Digital Transformation



Stakeholder Management / Communication



Sales / Leadership / Team Building



Data Privacy / Security Risk Management



Strategy / Planning / Benefit Realisation



Problem Solving / Value Proposition



STRENGTHS

Business Operation holistic view

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

Communication and Internacional Culture

acquired by 4y international career, multiple academic and professional activities such as sales and business development, MBA professor, keynote speaker, book writer and corporate spokesman.

Results-Oriented mindset

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

CERTIFICATES

CIPM Certified Information Privacy Manager
[IAPP Info. Association of Privacy Professionals](#)

CDPSE Certified Data Privacy Solutions Eng.
[ISACA Info. Security Audit & Control Association](#)

CISM Certified Information SecurityManager
[ISACA \(Platinum member since 2004\)](#)

PCI Assessor in Data Security for Payment
[PCI Security Standards Council](#)

BS7799 Lead Auditor (ISO2700)
[British Standards Institute](#)

AWARDS

2007 NATA® one of the fifty most influent InfoSec Executives

2004 SECMaster® Security Professional of the 2004, ISSA

PROFESSIONAL EXPERIENCE

Partner

[EY](#) 03/2019 - Ongoing Rio de Janeiro, Brazil

Senior Executive Ernst&Young Partner accountable for the Cybersecurity Consulting Services in LAS, leading data privacy and protection and professional services for energy sector in the region, providing strategic GRC consulting, data protection, risk management projects and managed security services focused on assisting global clients to face cyber threats through the digital transformation journey, considering information technology and operational technology from an innovative approach.

Founder

[JuryVox](#) 11/2017 - 2019 Rio de Janeiro, Brazil

Executive Founder of the innovative B2C2B digital business JURYVOX, an independent and democratic entertainment platform that recognizes, measures and distributes to people the financial and the social value of their opinions. [www.juryvox.com](#)

Managing Director

[Founder Institute](#) 07/2017 - 05/2020 Rio de Janeiro, Brazil

Volunteer Managing Director of Founder Institute in Rio, the world's premier startup accelerator, in charge for leveraging the partnership with the local and international ecosystem agents, for building a high-performance local mentoring team and improve the general development condition for the entrepreneurs to form and improve new business ideas and go ahead within the long startup journey.

- Successful delivery of 26 out of 120 innovative and impactful startups that worth about 30mln BRL valuation through three cycles of mentoring and acceleration activities.

CIO/Executive IT Manager Latin America

[Shell Oil Company](#) 03/2009 - 06/2017 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, security, 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](#) 01/2008 - 03/2009 The Hague, Netherlands

Leader accountable for global GRC compliance programme and assurance framework across worldwide subsidiaries distributed along 35 countries within a 2.5bi EUR business.

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

LANGUAGES

Portuguese

Native

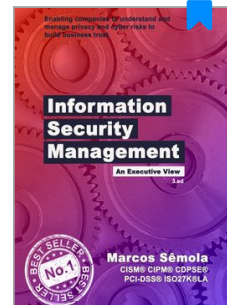
English (TOEFL 99 | IELTS 6.5)

Proficient

Spanish

Intermediate

BOOKS



Information Security Management: an Executive View (2022)

[Marcos Semola](#)



7 other books about infosec, risk mgt, innovation, and digital security (2002-2021)

[Marcos Semola and others](#)

EDUCATION

Master in Innovation/e-neur

[HEC Paris, Paris, FRA](#)

09/2017 - On hold GPA 0 / 0

Post Graduate Certificate in Disruptive Strategy

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

10/2016 - 01/2017 GPA /

Post Graduate Certificate in Negotiation and Strategy

[London Business School - LSE, London, UK](#)

04/2006 - 09/2006 GPA /

Post Graduate in Marketing and Business Strategy

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

01/2000 - 12/2000 GPA /

MBA in Applied Technology

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

01/1998 - 07/1999 GPA /

BSc. in Computing Science

[Catholic University of Petropolis, Brazil](#)

01/1991 - 12/1996 GPA /

PROFESSIONAL EXPERIENCE

Head of Information Risk Operations

[Atos Consulting UK](#) 07/2005 - 01/2008 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](#) 01/2004 - 07/2005 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.

- Successful built an offer proposition and a team of 26 security consultants to deliver Enterprise Solutions through a new IRM business unit in South America. Achieved a 4.0mln revenue and 35% GM performance through an end-to-end spectrum of IRM services targeting customers such as Shell, Philips, Telefonica and many others.

Senior Principal Consultant

[Schlumberger](#) 01/2003 - 01/2004 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](#) 01/1999 - 01/2003 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.

- Growth Enterprise Security Planning sales in 290% in 2000 year after develop a national sales campaign based on sector-oriented approach and pre-sale improvements using the innovative Security Director Plan methodology.
- Track of success performing business process improvements and delivering information security consulting through a wide range of projects with basis on industry standards and recognized international methodologies.

MBA Professor

[Getulio Vargas Foundation](#) 09/1999 - Ongoing Rio de Janeiro, Brazil

This is a parallel work in conjunction with his professional activity. MBA Professor at FGV - Fundacao Getulio Vargas Business School across the country with expertises on these knowledge areas: information risk management; IT governance; IT compliance; and security management.

- Awarded the best professor of EPGE Master in Business Administration programmes in 2004.

Founder

[SSSolutions](#) 1990 - 1999 Rio de Janeiro, Brazil

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

- Profitable operation through local and national clients from retail and health sectors such as Piccadilly Deli Franchises, DayOff Factory, Mr.Cat Franchises; Fiesta Supermarkets, Santa Teresa Hospital and Salvatar Amscan.

VOLUNTEER

Founder Member of the Board

[Cybersecurity Enterprise Council Brazil](#)

06/2019 - Ongoing

Group of information security executives of leading companies with the advocacy purposes of gathering the collective knowledge to develop positions on policies that could improve the Brazilian defense and cybersecurity, by engaging the government and the civil society.

Angel Investor

[Anjos do Brasil](#)

07/2017 - Ongoing

Anjos do Brasil is an entity that fosters angel investment and innovation entrepreneurship, providing a platform for meeting early-stage entrepreneurs and investors who are committed to high-risk financing.

Vice President of CyberSecurity

[Smart City Business Institute](#)

05/2017 - Ongoing

The Smart City Business Institute is a non-profit organisation that promotes the advancement of Smart Cities discussions in Latin America with a business-oriented vision.

Member of Innovation Council

[AMCHAM American Chamber of Commerce](#)

07/2021 - Ongoing

Amcham goes far beyond a typical chamber of commerce. It integrates Brazilian and international companies in an environment that goes beyond borders in the generation of content, also providing a complete and active range of business products and services.

Startup Business Mentor

[Endeavor](#)

08/2019 - Ongoing

Endeavor supports over 1,800 high-impact entrepreneurs at the "scale-up" stage, offering them a best-in-class seal of approval, an unrivaled personal and professional network, frictionless co-investment capital, and peer-to-peer idea exchange in a truly global setting. In 2018, Endeavor companies generated over \$20BN in revenues and created over 3MM+ jobs in their markets.

Former VP | Board of Directors

[Information System Audit & Control Association](#)

03/2009 - Ongoing

ISACA is an independent, nonprofit, global association that engages in the development, adoption and use of globally accepted, industry-leading knowledge and practices for information systems.