

MARCOS SEMOLA

Security Advisory Managing Director ◦ G.R.C ◦ Risk ◦ IT ◦ Cybersecurity ◦ Biz Dev

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📍 Tampa, FL United States (v52.4)

SUMMARY

I work to help understand and manage privacy and cybersecurity risks using an integrated approach that builds resilience and trust in the business.

As an EY Advisory Partner in Security, I've spearheaded a 4.6x growth strategy, counting on 200+ headcounts and driving successful energy sector expansion in LATAM over the last five years. I continually seek strategic opportunities to drive significant impact and build big things.

I bring over 33 years of international experience as a senior technology and information security executive, with a track record in multinational corporations such as Shell, Schlumberger-Atos, and Ernst & Young. My expertise encompasses management, strategy, digital transformation, governance, risk, compliance, and data privacy, with a particular focus on developing and growing advisory services businesses and protecting the company's valuable assets.

My diverse business background spans energy, professional services, tech, finance, and retail sectors, and I've held global, regional, and local leadership roles in the Netherlands, Brazil, and the United Kingdom. I excel in stakeholder management, crafting unique customer value propositions, and driving bottom-line results.

I'm actively engaged in relevant professional organizations, serving voluntarily as former vice president and advisor to ISACA and the American Chamber of Commerce, and also as a member of the International Association of Privacy Professionals and Institute of Corporate Governance.

ACADEMIC SUMMARY

A master's degree candidate in Innovation from HEC Paris, postgraduate degrees from Harvard Business School and London Business School, and an MBA in Applied Technology from FGV, I hold a solid educational foundation. My Bachelor's in Computer Science from UCP complements my academic credentials. I've been an MBA Professor at FGV for over two decades, with eight published books around information risk management.

My international professional certifications include CISM, CIPM, CDPSE, PDPP, PCI/DSS, and ISO27KLA. I was honored with the IAPP Privacy Vanguard Award Latin America 2023 and recognized as Information Security Professional of the Year in 2003/04. In 2023, I was shortlisted as Security Leader of the Year by the Risk GRC World. I am an ambitious professional with active public interactions as a keynote speaker. I am keen to educate and help shape future security best practices as the digital era progresses.

Beyond my professional footprint, I am Brazilian-Italian with a US work permit, a maker, a people-driven person, and a sports and street photographer practitioner.

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INTERNATIONAL AWARDS

2023 IAPP Global Vanguard Award Latin America

2023 and 2004/03 Security Professional of the Year, ISSA

RELEVANT SKILLS

Growth Strategy / Planning / Sales



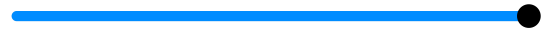
Business Development / Delivery



Stakeholder Management / Go to Market



Leadership / Team Building / People-driven



Strategic Security Advice / ERM / Data Privacy



Creative Analytical Thinking / Problem Solving



SELECTED ACHIEVEMENTS

At Ernst & Young Latin America

Achieved remarkable 4.6x revenue growth in five years by strategically repositioning the Information Security Advisory Services business, the relation between price and perceived value, and tailoring sector-specific solutions to the Latin American market.

At Shell Global

Successfully protecting \$2.5 billion business, achieving IT Security Compliance by designing, implementing, operating, and maintaining an IRM assurance program for all 35 Gas & Power subsidiaries worldwide, including framework and supervision of policies and controls.

At Atos Origin Brazil

Establishment and leadership, developing a new Information Risk Management consulting business unit from the ground up to two dozen consultants, offering integrated security services, and beating annual revenue goals within six months serving clients regional and global corporations.

PROFESSIONAL QUALIFICATIONS

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 Security Manager

[ISACA \(Platinum member since 2004\)](#)

PCI Assessor in Data Security for Payment

[PCI Security Standards Council](#)

BS7799 Lead Auditor (ISO2700)

[British Standards Institute](#)

PROFESSIONAL EXPERIENCE

Security Advisory Partner

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

As a Security Advisory Partner at Ernst & Young (EY), my focus has been driving business development and guiding global enterprise clients in navigating the complex landscape of cyber threats during their digital transformation journeys. This includes addressing cybersecurity challenges in information technology and operational technology employing an innovative and forward-thinking approach. Counting on a team of about 200 direct reports we deliver strategic governance, risk, and compliance consulting programmes, including IT security, data privacy and protection, risk management, training and awareness and managed security services.

Managing Director

[Founder Institute](#) 06/2017 - 05/2019 Rio de Janeiro, Brazil

As Managing Director of FI's Rio de Janeiro chapter, I spearheaded a dynamic team dedicated to forging strategic partnerships with local and international startup ecosystems. Our mission was to empower entrepreneurs by establishing a high-performance mentoring network, resulting in the successful development, launch, and profitable growth of numerous innovative ventures. The Silicon Valley-based FI is the world's premier startup accelerator, and we successfully delivered 26 out of 120 innovative and impactful startups that worth about 30Mln 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

As the CIO / Executive IT Manager for Downstream Latin America, I efficiently managed a \$13.3 million OPEX budget across 15 countries, harmonizing diverse functions and overseeing critical business-IT integration. My responsibilities covered Finance, Taxation, HR, HSSE, Contracts, Procurement, and Legal, supporting various business segments. I served as the essential bridge between the business and global IT organizations, overseeing the complete IT services spectrum, which included hosting, storage, telecom, security, desktop, application support, and project management, orchestrating strategic projects such as SAP one.

Global IT GRC Manager

[Shell G&P International](#) 01/2008 - 03/2009 The Hague, Netherlands

As the Global IT GRC Manager at Shell Gas and Power in the headquarters, I was accountable for overseeing Governance, Risk, and Compliance functions across Shell's global subsidiaries, Operated Joint Ventures, and non-Operated JV's across 35 countries within a \$2.5 billion business. My role involved strategically orchestrating comprehensive compliance programs, assuring adherence to industry-leading standards, including Sarbanes-Oxley, ISO27k, COBIT, GDPR, anti-bribery corruption, export control, privacy, and various regulatory domains. In addition, I led driving sustainable improvements in IT operations.

Head of Information Risk Consulting Operations

[Atos Consulting UK](#) 07/2005 - 12/2007 London, United Kingdom

As the Head of Information Security Operations at Atos Consulting in the UK, I've managed global contracts across the Telecom, Media, Utilities (TMU), and Finance sectors. My multifaceted role extends to programme management, principal consultancy for offshore industries. I've been entrusted with critical responsibilities, from driving business development and sector strategy to financial management, end-to-end solution design, and commercial strategy development. I've consistently delivered projects for global clients and managed \$12.3 million in global contracts.

LANGUAGES

Portuguese

Native

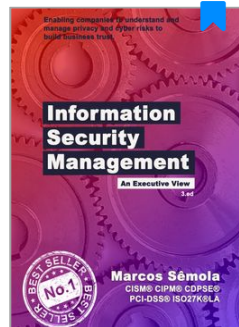
English (TOEFL 99 | IELTS 6.5)

Proficient

Spanish

Intermediate

BOOKS



Information Security Management: an Executive View (2022)

[Marcos Semola](#)



7 other books about infosec and innovation (2002-2021)

[Marcos Semola, others](#)

ADDITIONAL EXPERIENCE

Security Consulting Manager

[Atos Origin, Brazil](#)

01/2004 - 07/2005 Rio de Janeiro, Brazil

As the Security Consulting Manager, I have established and led the development of a new IRM consulting business unit from the ground up to two dozen consultants, offering integrated security services, and beating annual revenue goals within six months serving regional and global enterprises.

Senior Principal Consultant

[Schlumberger](#)

01/2003 - 01/2004 Rio de Janeiro, Brazil

As a Senior Principal Consultant, I drove the success of security consulting projects such as Petrobras PBR (\$9.6mln), and I shaped our service methodology. Acquired subsequently by Atos Origin, I was entrusted to build a Security Consulting Practice effectively navigating through a demerger and transition.

Sec Product Manager, Consultant

[Modulo Security](#)

01/1999 - 04/2003 Rio de Janeiro, Brazil

As a Security Product Manager, I was accountable for developing information security value propositions and products to enable an effective enterprise risk management capability followed by sales force training, pre-sale activities, project delivery and project quality assurance tasks.

Founder CEO

[SSSolutions](#)

01/1990 - 01/1999 Rio de Janeiro, Brazil

As an Entrepreneur, I founded and led a company for nine years, specializing in network solutions, commercial automation software development, and structured programming training, overseeing all aspects of the business, including marketing, sales, financial control, and operational activities.