

Ricardo Ferraz Raats – ricardoraats@hotmail.com

+5511985782275 - Brazilian and Estonian citizenship

Profile - Experienced in marketing, finance and supply chain management. PMO practices, knowledge in data analysis, results-oriented, international entrepreneurship and capable of executing innovation strategies. R, Nvivo, Power BI, Excel, Quantitative and Qualitative Studies

Education

PhD Candidate in International Entrepreneurship, TALTECH, Estonia

Master in Entrepreneurship and SMEs - 2017 - UNIFACCAMP, Brazil

MBA in Supply Chain Management – 2012 – FIPECAFI, Brazil

Specialization in International Business - 2002 - UPF, Spain

Bachelor's Degree in International Relations – 2000 - PUC-SP, Brazil

Languages

Spanish, English and Portuguese

Jobs

Junior Researcher - Tallinn University of Technology, Estonia – Jan.2019/Oct.2021 - Projects and research for the School of Business and Governance of the Department of Management and Economics.

Consultant – Raats International Business, Brazil – Jan.2006/Oct.2018 - Consulting, Brokerage and Negotiation - projects and services for companies and government agencies, export of food, agricultural commodities, energy, technology and education.

Professor - Anhembi Morumbi University / UNIESP, Brazil - Jul.2014/Jan.2018 - Courses in strategy, marketing, international trade, project management, entrepreneurship, logistics.

Senior Consultant - Deloitte, Brazil – Aug.2011/Aug.2012 - Supply chain management, operations and strategy projects, review of logistics processes, financial controls and materials management.

Imp. and Exp. Assistant – Itochu, Brazil – Jan.2010/Jul.2010 - Chemical and Plastic Products Trading Desk - supply, acquisition and financing for international trade operations.

Commercial Assistant – HOSA Trading Imp. Exp. SA, Brazil – Sep.2007/Oct.2009 - Purchasing, pricing and export of bagged sugar in containers.

Commercial Assistant - S/A Fluxo Comercio e Assessoria Internacional, Brazil – Apr.2005/Jan.2006 – Support for purchasing, pricing and exporting bulk sugar.

Consular Advisor – Commercial Division of the Korean Consulate (KOTRA), Brazil – May 2003/Mar 2005 - Market research, business missions, trade and investment promotion.

Internships

Private Banking Intern - Lloyds TSB, Brazil – Apr.2000/Dec.2000 - Practice in structured investment operations abroad, support for key accounts and fundraising activities on the trading desk.

Tax Services Intern - Arthur Andersen, Brazil – Jul.1998/Feb.2000 - Participation in tax planning and review projects.

Projects

- 1) Figueira do Rio Doce Science and Technology Park - strengthening the university-market connection activities of the UFJF Innovation Directorate - Campus GV - 2023).
- 2) Estonia: Timbeter - <https://timbeter.com/> (market access, AI for forestry - 2024) ; Shroomwell - <https://shroomwell.com/> (food export - 2023); Swappie - <https://swappie.com/> (RMA for mobile phones - 2022); MobiLab - <https://lab.mobi/> (digital product management – 2022); Electroair - <https://electroair.eu/> (export of electric generators); Creative Ports - <http://www.creativeports.eu> (internationalization of creative industries - 2021); Clean Shipping - <https://cshipp.eu/> (sustainable transport - 2020).
- 3) Neoenergia - implementation of CRM and prioritization of emergency services (2016).
- 4) Noble Group - field analysis, logistics optimization for sugar mill integration (2014).
- 5) Anápolis Multimodal Logistics Platform - capacity sizing and logistics solutions (2013).
- 6) BASF - analysis of logistics solutions for foreign trade operations in Mercosur (2011).
- 7) PSI ABIMA – Apex-Brazil Export Program for pasta industries (2006).