

EDUARDO SAMPAIO

Strategy. Insight. Results.

Mobile: (+351) 934.934.862; (+55) 11.99568.4433 – sampaioe@gmail.com – <https://br.linkedin.com/in/sampaio> -
50 Praça da Alegria 1250-004 Lisboa

Successful Entrepreneur & International Executive

I have successfully launched and supported business startups in the areas of medicinal cannabis, digital marketplaces and ERP management systems.

With over 20 years of international experience including executive roles at FTI Consulting in the Americas and Marsh Risk Consulting in Australia, I am a results-driven executive with a solid track record as a risk and strategy consultant with proven abilities in senior management positions at board and senior executive levels. Having worked in projects in more than 20 countries, my clients counted on my public- and private-sector experience to provide cutting-edge strategies that integrated consulting skills with technology, strategic analysis, risk management and financial expertise, which provided them with sustainable and seamless approaches to solve critical problems.

EXPERIENCE CEO - FOUNDER and ENTREPRENEUR: Piauhy Labs (Portugal)

February 2019 - present

Creating a leading medicinal cannabis company in Europe:

- We are building a leading phyto based company in Portugal (www.piauhy.com).
- In our first phase we are building a high end facility to cultivate, process and export medicinal cannabis products under GMP Pharma Europe standards.
- Subsequent expansion phases will include a biosynthesis R&D for genetically modified microorganisms to produce cannabinoids, and a hemp processing facility in Evora
- We will then work with local universities to develop in vitro and animal models for the creation of patented medicines

COFOUNDER and ENTREPRENEUR: Grune Labs (Uruguay)

September 2016 - present

Successfully supporting and overseeing the launch and growth of the first medicinal cannabis company in Uruguay:

- I was the first external investor and cofounder of Grüne Labs in Uruguay (www.grunelabs.com).
- Grüne is the first successful medicinal cannabis company in Uruguay.
- Grune Labs was the first company to apply for a medicinal license there and the first to build a GMP Pharma facility for medicinal cannabis in South America.

DIRECTOR and ENTREPRENEUR: (Melbourne, Australia),

January 2017 – May 2019

Successfully supporting and overseeing the launch and growth of a few startups, such as:

- ERP and management systems for the catering industry (www.flexcateringhq.com)
- Marketplaces for hemp food products in Chile and Australia (www.cannhub.com.au)

SENIOR MANAGING DIRECTOR - CEO : FTI Consulting Brasil (São Paulo Brazil),

July 2011 - Sep 2015

Head of the Forensic and Litigation Consulting Practice (ICT and Forensic Services) in Brazil, Leader of the Global Risk & Investigations practice in Latin America and country manager of FTI Consulting Brazil.

Successfully supported and oversaw the other divisions of the firm: technology services including outsourcing and security, corporate restructuring, strategic communications and engineering consulting services.

Originated US\$2 million of net-new business annually and observed an average of 25% EBITDA.

Tripled gross revenue resulting from point coordinated growth via acquisition, organic growth, and supported the launch of new service lines.

Successfully participated in large government projects for risk consulting services.

Directed numerous high-profile engagements on behalf of Brazilian and international clients in matters involving consulting services, particularly for the finance and oil&gas industries;

Managed several engagements in other areas such as public affairs and business intelligence; crisis management; arbitration and litigation support; M&A advisory services; market intelligence and valuation; financial and reputational due diligence; internal fraud and Foreign Corrupt Practices Act investigations; global compliance program development, implementation and monitoring; corporate governance and integrity advisory services.

Managed a team of 200 colleagues and oversaw day-to-day operational functions related to the financial, human resources, marketing and all key areas of the FTI Consulting parent company.

MANAGING DIRECTOR : I2 Integrity International (São Paulo Brazil),

June 2010 - July 2011

Launched Brazil operations of a start-up consulting firm, with offices in Latin America, USA and Spain.

Assisted national and international clients with matters including corporate restructuring, international asset searches and due diligence.

CEO, BRAZIL : Visual Presence (São Paulo Brazil),

February 2009 – March 2010

General management and overall supervision of 1,300 employees of Brazil's largest trade marketing company. Brazil's contribution accounted for 80% of the company's global revenue.

Restructured all areas of company's operations in Brazil, including operations, finance, back-office, business development, IT, HR, as well as drafted and executed a regional strategy.

Several milestones were achieved in terms of client negotiation (e.g. margin increase), bank debts renegotiation (e.g. extended grace period), closing of several offices (i.e. two thirds), reduction of back office personal (i.e. one third), implementation of policies and processes etc

Participated in sourcing suitable investors for the company.

GENERAL MANAGER : Marsh Risk Consulting, Pacific (Sydney, Australia),

October 2004 – April 2006

General management and overall supervision of consulting services in the Pacific region and was responsible for more than 120 full-time consultants in seven cities in Australia and New Zealand.

Assisted with the design and execution of a business plan that resulted in the origination of more than AUS\$1 million in sales and improved the operating profit from -10%, to more than 10% within six months

Assisted national and international clients with matters ranging from operational risk assessment, crisis planning and response training.

Promoted an overall restructuring of the business: changed reporting structure, reviewed the business lines, reassessed the budget, introduced learning and development initiatives, managed retrenchments (i.e. lay-offs), revised business plans, implemented financial systems and controls, implemented profit improvement initiatives, established strategic initiatives with the involvement of all colleagues, among other initiatives

Secured corporate support and budget increase of more than 15% for the following year

Tasks included, but were not limited to: budgeting, forecasting, business development, coaching, recruitment, alignment with local and global corporate strategies

Supported the launch of Marsh's sister-company Kroll divisions in the region

MANAGING DIRECTOR : Kroll (São Paulo Brazil),

June 1997 – October 2004

General management and overall supervision of the consulting services in the three local offices (São Paulo, Rio de Janeiro and Curitiba).

Increased overall revenue 18 fold, with annual individual contributions in excess of US\$1 million year over year. In the period 1999-2004, exceeded budget targets (i.e. revenue and operating profit) in five of the six years.

Assisted national and international clients with matters ranging from diverse forensic and intelligence matters, innumerable cases of litigation/arbitration support and various matters involving risk mitigation advisory.

Developed business relationships with partners from the top Brazilian law firms and assisted them with matters ranging from FCPA due diligence, litigation support, crisis management, M&A strategic review, among other areas.

Named one of the four best Managing Directors worldwide during the 2001 annual conference by the CEO.

Started in 1997 as Associate Director and promoted to Managing Director and country manager one year later (at the time I was the youngest MD in the company's history).

Extended and managed headcount increase from five to almost 100 colleagues.

Responsible for company expansion in Brazil including the opening of two new offices (Rio de Janeiro and Curitiba) and the successful launching of three new business practices (technology, security and restructuring advisory).

Executed one successful acquisition (i.e. identification, presentation of the case to Kroll's expansion committee, due diligence, negotiation) in Brazil.

Built strategic alliances with select market leaders in areas such as technology, auditing, public relations and credit reporting.

Participation in strategic planning for the business intelligence practice worldwide

EDUCATION **MASTERS OF INDUSTRIAL ECONOMY:** Universidad Carlos III de Madrid, (2008) (incomplete)

M.SC. ECONOMICS, CHINESE ECONOMICS: The Hong Kong University of Science and Technology (2007)

Grade 'A' on final thesis, an economic modeling on the effect of Foreign Direct Investment in emerging economies

MASTERS OF ECONOMICS: University of Sydney (2006), Summer school

MANAGING PROFESSIONAL SERVICES FIRMS - EXECUTIVE EDUCATION, STRATEGY, MANAGEMENT: Harvard Business School (2001)

MBA INTERNATIONAL BUSINESS, City University of New York-Baruch College - Zicklin School of Business (1997)

Special Prize, Financial Derivatives

B. SC. CHEMISTRY: Universidade de Brasília (1994)

LANGUAGES **Fluent in Portuguese (native), English, Spanish and French. Functional levels of Chinese and German.**

September 2019