

RESUME

Rodrigo Cintra

EXPERIENCE

Head of International Office | ESPM

2015 – Present

- + Responsible for the design of the strategy of institutional internationalization, proposal of the budget and sharing with the business units. Responsible for negotiations with international partners.
- + Reporting: Academic Vice President

Head of the International Relations Area in the Executive Education Unit | ESPM

2016– Present

- + Responsible for designing new courses, marketing positioning and development of implementation strategies.
- + Reporting: Academic Provost for Executive Education
- + Courses developed
 - + International Business Specialization with an emphasis on Global Marketing (2016)
 - + <http://www2.espm.br/cursos/espm-sao-paulo/pos-graduacao-em-negocios-internacionais-com-enfase-em-marketing-global>
 - + Master in Government and Institutional Relations (2017)
 - + <http://www2.espm.br/cursos/espm-sao-paulo/master-em-relacoes-governamentais-e-institucionais>

Dean of Academics – School of International Relations | ESPM

2011 – 2018

- + Responsible for coordinating the undergraduate course in International Relations, including competitive positioning of the course, budget definition and relationship with the Ministry of Education
- + Reporting: Dean of Academics
- + <http://www2.espm.br/cursos/espm-sao-paulo/relacoes-internacionais>

Associated Partner | Focus R. I.

2004 – Present

- + Partner responsible for the area of internationalization of companies, advising companies to develop strategies of access to international markets, specially in the Latin American and African markets.

Vice President | Argentinian Brazilian Chamber of Commerce

2001 – 2006

- + As Director of Research (2001/2003) was responsible for the area of internal research and relations with the academic world. As Vice President (2004/2006) was responsible for the institutional representation before different partners.

EDUCATION

Post Doctoral | ISCTE

2007 – 2008

- + Creative Industries e Territorial Competitiveness (Lisbon, Portugal)
- + Project: Creatcity: a governance culture for the creative city: urban vitality and international networks
- + <http://dinamiacet.iscte-iul.pt/projecto/creatcity-a-governance-culture-for-the-creative-city-urban-vitality-and-international-networks/?projecto=creatcity-a-governance-culture-for-the-creative-city-urban-vitality-and-international-networks>

PhD in International Relations | University of Brasília (UnB)

2003 – 2007

- + Thesis: Agenda, actors e lobbies in the decision making in foreign commercial policy: a comparative study between Brazil and the United States.
- + <http://repositorio.unb.br/handle/10482/4893> (1st in selection process)

MSc in Political Science | University of São Paulo (USP)

1999-2002

- + Dissertation: About the Yugoslavia crisis
- + <http://www.teses.usp.br/teses/disponiveis/8/8131/tde-17042002-233019/pt-br.php>

Bachelor in International Relations | Catholic University of São Paulo (PUC-SP)

1995 – 1998

- + Bachelor in Arts

COMMUNICATIONS AND PUBLICATIONS

Articles

- + Published in national newspaper and magazines (Estado de São Paulo, Folha de São Paulo, Valor Econômico, Exame, Época Negócios)

Interviews

- + Radio (CBN São Paulo, CBN Rio de Janeiro, Rádio Eldorado FM e AM, Rádio Gazeta, Rádio Bandeirantes)
- + Television (Globo News, Rede Record, Record News, BandNews, TV Gazeta, TV Senado, TV USP, Rede Vida)
- + Newspaper (Folha de São Paulo, Estado de São Paulo, Brasil Econômico, Diário do Grande ABC)

Symposiums and conferences

- + Presented in Brazil and abroad (Argentina, France, Paraguay, Portugal)

For the full list of articles, media appearances and conferences, please visit www.rodricocintra.com.br