

BIANCA MONIZ CHINELLI

WRITER, RESEARCHER AND EDUCATION ENTREPRENEUR

PROFILE

- Associate Researcher on Climate Change and Negotiations at IPRI (Portuguese Institute of International Relations)
- Education Entrepreneur, with one published book about Management and Entrepreneurship. It was written in partnership with a former Finance Executive/MSc in Economy.
- As consulting Managing Director, delivered strategic projects and complex proposals, negotiating and presenting results to C-level executives and government officials. Worked extensively in Stakeholder Management, Negotiation and Program Management, especially in the Resources industry (Utilities, Oil&Gas, Chemicals).

EDUCATION

PhD in INTERNATIONAL RELATIONS

Universidade Nova de Lisboa - FCSH

2019-2024

MSc in DIPLOMACY AND INTERNATIONAL STRATEGY

London School of Economics (LSE)

2014

MBA IN FINANCE

IBMEC

2001

TELECOMMUNICATIONS ENGINEERING

Universidade Federal Fluminense (UFF)

1991

LANGUAGES

PORTUGUESE (NATIVE)

ENGLISH (FLUENT)

ITALIAN (ADVANCED)

SPANISH (ADVANCED)

FRENCH (ADVANCED)

EXPERIENCE

FOUNDER and DIRECTOR

Cursobom | January 2017 - current

Managing an education startup. Design and teach online courses.

EXECUTIVE DIRECTOR OF FACULTY AND RESEARCH

University Nova SBE | July 2020 – October 2021

- Fostered interfaculty collaboration and building relationships across stakeholders
- Supported the Dean, President of the Faculty Council and Academic Coordinators in building a diverse pipeline of scholars and developing them at all stages of their career, as well as facilitating excellence in research
- Active member of Nova SBE Executive Committee.

MANAGING DIRECTOR

Accenture | September 2004 - September 2013

✓ Head of Services

- Managed the Latin American Utilities operations between 2010 and 2013 (200 employees, annual revenues of USD 50 million by the end of 2013).
- Active member of the 'Resources Latin American Operating Committee' - the regional Accenture's Board of Directors for this industry group - and a participant member of EALA (Europe, Africa, Latin America) leadership.
- Acted as Accenture's LA Resources Unit Talent lead from 2008 to 2013.

✓ Research & Innovation

- Coordinated the "Utilities Day" workshop in 2012 and 2013, discussing Smart Grid and Energy Efficiency initiatives with clients and prospects.
- Supervised the pilot implementation of smart metering IT applications at Light (private electricity distribution company) from 2007 to 2008.
- Coordinated an innovation workshop at CENPES (Petrobras research department) in 2005.

OTHER COURSES

Climate Capital Live - Accelerating Action to Achieve Net-Zero
Financial Times, Online, 2022

Media Training
Nova SBE (internal training), Lisbon, 2021

Energy Within Environmental Constraints
edX (online), 2016

Introduction to the 2030 Agenda: A New Agenda for a Sustainable World
UNITAR (online), 2016

Cultural Diplomacy in a Multipolar World
UNITAR (online), 2015

Climate Change: Raising Ambition, Delivering Results
Chatham House, London, 2014

Cosmopolitan Communications
UNITAR (online), 2014

Climate Change: Economics and Governance - Executive Summer School
LSE, London, 2014

Climate Change Diplomacy: Negotiating Effectively Under the UNFCCC
UNITAR (online), 2014

Sustainable Development: Idea, Process and Goals
UNITAR (online), 2014

Strategic Negotiations: Dealmaking for the Long Term
HARVARD, Boston, 2012

FACULTY EXPERIENCE

Managing Director/Senior Executive School (2007,2008,2009,2012,2013)

Senior Manager School (2005, 2013 - Lead)

Negotiation Workshop (2008, 2009, 2010)

Developing as a Leader and Entrepreneur (DLE) (2007, 2008)

Core Manager School (2007 - Lead)

With the exception of the "Negotiation Workshop" and "DLE" (Brazil and Argentina), and "Core Manager" (UK) all courses took place in the Accenture's training centre in US

EXPERIENCE

- ✓ Project monitoring and evaluation
Supervised project portfolio using project scorecards and dashboards, negotiating contracts and delivery targets with my European peers and supervisors.
- ✓ Leadership of Strategic Programmes
 - Managed complex programmes in Eletrobras Furnas: electricity transmission maintenance (2013) and Eletrobras Distribuidora ('Luz para Todos'– 2010/2011).
 - Supported post-merger implementation at ISA (Colombian state-owned company) CTEEP (Brazil's privatised transmission company) from 2006 to 2009.
 - Designed Finance and Investor Relations macroprocesses for Gerdau (steel company) Global Operations in 2006.
 - Supported the startup phase at Rio Polímeros (petrochemical) from 2003 to 2006.

SENIOR MANAGER / MANAGER
Accenture | September 1996 - August 2004

Supervised teams up to 30 consultants within large-scale change programmes.

- ✓ Leadership of Strategic Programmes
 - Coordinated the transition of SAP outsourcing at BR Distribuidora (oil derivate retail) in 2004 (around 100 people involved).
 - Managed the ISO 9001 certification of Petrobras IT area (1000 people) in 1999.
- ✓ Strategy Definition
 - Designed Petrobras Upstream HR performance indicators in 2001.
 - Acted as Subject Matter Expert in IT Governance for Petrobras International project in 2000.
 - Defined requirements for Customer Relationship Manager (CRM) implementation at ABN-Amro bank based on Brazilian Financial market benchmarking in 1998.

CONSULTANT / ANALYST
Accenture | September 1991 - August 1996

Worked mostly in the Financial Services sector and Technology area.

ADDITIONAL INFORMATION

- ✓ Italian and Brazilian citizenships.
- ✓ PhD thesis "Climate Crisis Negotiations Overhaul: Integrating a Business-Oriented Approach", where International Relations, Negotiation, Business, Politics and Economics are intertwined.
https://www.researchgate.net/publication/384241369_Climate_Change_International_Negotiations_Overhaul_Integrating_a_Business-Oriented_Approach
- ✓ MSc Dissertation: "Climate Change Negotiations – From Mitigation to Adaptation: Kyoto, Copenhagen and Beyond" - <https://lse.academia.edu/BiancaChinelli>
- ✓ Article published in December 2024: "Modelo de Análise de Negociações em Regimes Internacionais: O Caso da Crise Climática", *Revista R:J* (In Portuguese)
- ✓ Interviewed by TSF Portuguese Radio,, talking about Climate Negotiations.
- ✓ Some events attended: Energy Summit (2008, Rio de Janeiro); CERA Week (2005, Houston); World Petroleum Congress (2002, Rio de Janeiro); Offshore Technology Conference (2002, Houston)