

Onofre Junqueira Júnior – Résumé

Plataforma Lattes <http://lattes.cnpq.br/1421928548219080>

Dados Pessoais

Nascimento: 06/01/1956
Endereço: Av. Raja Gabaglia, 2.000 - Parque Avenida, Torre 1 - Conj. 226.
CEP 30.494-170 - Estoril, BH / MG - Tel.: (55) 31 3337-1383
Celular: (55) 31 99153-8887

Formação Acadêmica:

- Ciências Contábeis – PUC / MG CRC/MG N° 38.983
- Administração de Empresas – PUC / MG CRA/MG 6ª REG N° 3.394
- Engenharia Metalúrgica – UFMG – Medalha de Prata Henry Gorceix CREA/MG N° 25.433
- Economia – PUC / MG CORECON/MG N° 1.894
- Bacharel em Direito – NOVOS HORIZONTES OAB/MG N° 26.500 E
- MBA em Gestão Estratégica de Negócios no CEPEAD / UFMG

Idiomas e Dinâmica de trabalho:

- Inglês / Francês / Espanhol
- Trabalho com formação de "colégio informal" (*gate keeper*) de especialistas técnicos e científicos e sua coordenação.

Cursos Complementares:

- Administração Financeira – Fundação Getúlio Vargas
- Account Officer Programm – South America Training Center
- Trade Finance
- Selling Skills
- Credit Seminar
- Captação de Recursos / Terceiro Setor / FGV – SP
- Segurança e Desenvolvimento da ADESG
- PERT – Fundação Dom Cabral
- Face to Face

Principais Experiências e Atividade Profissionais:

a. No Brasil:

Atividades Atuais:

- CCC CONSULTORIA e ASSESSORIA Ltda.
Diretor Técnico. Consultoria nas questões corporativas e de contencioso nas empresas (com respectivos valores envolvidos US\$):
 - ✓ BRADESCO (US\$10 MM),
 - ✓ VOTORANTIN CIMENTOS (US\$15 MM),
 - ✓ CENIBRA (US\$60 MM),
 - ✓ ArcelorMittal (US\$3 MM),
 - ✓ Cia. BRASILEIRA ALUMÍNIO (US\$15 MM),
 - ✓ TIISA ENG^a (US\$34 MM),
 - ✓ DROGARIA PACHECO (US\$2 MM)
- Perito do Juízo Econômico, Financeiro, Fiscal, Tributário, Bancário e de Engenharia de Varas da Justiça Federal & Estadual.
- Árbitro da CAMARB e CAMINAS.
- Participante da Comissão de Estudo ABNT/CE-002:134.003, que revisa a ABNT NBR 13.752/1996 - Perícias de Engenharia na Construção Civil.
- Membro Efetivo do Conselho Fiscal do IBAPE-MG (Instituto Brasileiro de Avaliações e Perícias de Engenharia de Minas Gerais), gestão 2018/2020.

- Membro Efetivo do Conselho Fiscal SESCON/MG (Sindicato das Empresas de Consultoria, Assessoramento, Perícias, Informações, Pesquisas e Empresas Contábeis no Estado de Minas Gerais).

Atividades Anteriores

- SEBRAE – MG
 - Controller
 - Implantação da Controladoria de Gestão integrando o plano estratégico para a leitura operacional;
 - Implantação do orçamento como ferramenta de gestão , elevando a dotação de U\$14MM para U\$18MM;
 - Redução das despesas administrativas em 12% , em torno de U\$3MM;
 - Implantação da gestão integrada e biológica das gerências para execução orçamentária matricial;
 - Re-estruturação do setor de informática reduzindo os gastos mensais em U\$200M com diminuição de 10 funcionários e transformando a equipe em provedores de solução em TI para integração das 10 gerências regionais;
 - Comando direto de 32 pessoas e indireto de 252 técnicos, contendo cerca de 30% de pós-graduados;
 - Gestão de Convênios e Contratos baseados na Lei 8666 de Licitações da ordem de U\$8MM;
 - Implantação de ferramentas de gestão como GED e Gerenciador de Projetos;
 - Re-estruturação da gestão interna de pessoas participando da implantação do Sistema de Gerenciamento de Pessoas e introduzindo a re-invenção através de abordagem de logística dos macro processos;
 - Introdutor do Setor de Captação de Recursos/ Terceiro Setor, com captação de US\$1M em 2 anos;
 - Participação no processo de transformação do conjunto de 23 escolas de formação gerencial em um verdadeiro sistema em rede otimizando recursos da ordem de U\$600M;
 - Orientação na construção do Sistema de Microcrédito nas pontas e regionais;
- AÇOMINAS
 - Gerente de Informações Técnicas
- ECONOMISA
 - Superintendente para Centros de Lucro envolvendo recursos de US\$30MM;
- BANCO CENTRAL – Assistente de Liquidante
 - Coordenador de Operações Especiais
- CITIBANK N.A. (Operações Nacionais e Estrangeiras)
 - Coordenador do Setor Cimenteiro – Nível Brasil com exame para aprovação de crédito de US\$100MM;
- ASSOCIAÇÃO COMERCIAL DE MINAS
 - Presidente do Conselho da Micro, Pequena e Média Empresa
- FIEMG
 - Vice-Presidente da Comissão da Pequena e Média Indústria
- Banco AGRIMISA
 - Diretor de Operações Especiais de Três Gerências: Crédito Rural, Câmbio, Crédito Especial com volume de carteira em torno de US\$9MM;
- AGROPASTORIL CARDOSO GUIMARÃES Ltda.
 - Implantação do Projeto Agro Industrial (Suinocultura, Fábrica de Ração). US\$2MM com Recursos Privados e Públicos
- GRUPO MENDES JÚNIOR
 - Consultor Econômico da Presidência, tendo acompanhado o gerenciamento do contencioso junto ao complexo Banco do Brasil da ordem de US\$2 Bi);

b. No Exterior:

Re-estruturação do setor de Negócios Internacionais do SEBRAE-MG, estimulando os Consórcios de Exportação por Arranjos Produtivos com Capacitação Gerencial, ocasionando o incremento de US\$250M para US\$10,5MM por ano.

Missões Internacionais:

- ITÁLIA
 - Cooperativismo Italiano, Microcrédito, Incubadoras Sociais de Empreendedorismo
- ARGENTINA, URUGUAI e CHILE
 - Relações do Mercado Brasileiro com o Mercosul, induzindo negócios da ordem de U\$8MM;
- AFRICA DO NORTE
 - EGITO, MARROCOS, TUNÍSIA, ARGÉLIA
 - Prospecção de Negócios e a Questão Cultural
- MUNDO ÁRABE
 - ARÁBIA SAUDITA, KUWAIT, EMIRADOS ÁRABES
 - Avaliação de Exportações e Fixação de Entreposto Brasileiro no local
- FRANÇA
 - Arbitragem Internacional /ICC – International Chamber of Chamber of Commerce, acompanhamento de divergência internacional da ordem de US\$180MM
- REINO UNIDO
 - Análise da atividade de banco, seguro, hipoteca e serviços sociais.

Títulos & Lazer:

- Medalha Santos Dumont, Grau Bronze
- Jurado do II Tribunal do Júri de Belo Horizonte
- Tenista desde 10 anos de idade
- Golfista desde 14 anos de idade
- Estudante de piano durante 4 anos
- Voluntarista para obras da comunidade

Especialidades Complementares:

1) ENGENHARIA

- área de alimentos
- área de química
- área ambiental
- minas e siderurgia
- desequilíbrio econômico e financeiro de contratos

2) AVALIAÇÕES

- imóveis urbanos e rurais
- ações renovatórias de aluguel
- máquinas e equipamentos
- unidades industriais e instalações
- obras de arte
- patrimônio histórico
- recursos naturais

3) AVALIAÇÃO DE GEMAS EM GERAL

4) AUTOMAÇÃO & INFORMÁTICA

- análise de sistema de informática
- produtos de automação

5) PREVIDENCIÁRIA & ATUARIAL

6) PAPILOSCOPIA

5) MARCAS & PATENTES

7) CONTENCIOSOS E PERÍCIAS DE TRÂNSITO

MAR 2019

Onofre Junqueira Júnior
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Mobile: (55) 31 99153-8887

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University Graduation

- | | |
|---|-----------------------|
| • Accounting – PUC – MG. | CRC/MG # 38.983 |
| • Business Administration – PUC - MG. | CRA/MG 6ª REG # 3.394 |
| • Economy – PUC – MG | CORECON/MG # 1.894 |
| • Metallurgical Engineering – UFMG – MG | CREA/MG # 25.433 |
| • MBA Strategic Management – UFMG – MG | |
| • Law Graduate (bachelor degree) | OAB/MG # 26.500 E |

Languages

- English, Spanish and French fluent

Main Skills

Professional Executive with more than 20 years experienced in Management of Administrative, Financial, Accounting and Operational areas, presents notable performance in team work coordination, entrepreneurial structuring and re-engineering, Finance and Stock Market and as company representative member in international missions.

Present Activities:

- CCC CONSULTORIA e ASSESSORIA Ltda.
Technical Director, Consulting in corporate and litigation (caseload) subjects to the following companies (with respectives involved values US\$):
 - ✓ BRADESCO (US\$10 MM),
 - ✓ VOTORANTIN CIMENTOS (US\$15 MM),
 - ✓ CENIBRA (US\$60 MM),
 - ✓ ArcelorMittal (US\$3 MM),
 - ✓ Cia. BRASILEIRA ALUMÍNIO (US\$15 MM),
 - ✓ TIISA ENG^a (US\$34 MM),
 - ✓ DROGARIA PACHECO (US\$2 MM).
- Consultant to Mendes Júnior, Safra Bank, SMS DEMAG, FUNDAC Groups, International Arbitrations related to ICC- International Court of Arbitration – Paris.
- LEGAL EXPERT in the following concentration areas: Accountant, Banking, Financial and Taxes, Rural Subjects and Agribusiness, Construction and Engineering Subjects and Budgets.
- Actions Areas: Federal Court at Minas Gerais State (some Sections)
Regional and Local Court at Belo Horizonte City
- Arbiter of Chambers of Arbitration: CAMINAS and CAMARB
- Participant of the Study Commission - ABNT / CE-002: 134.003, which reviews ABNT NBR 13.752 / 1996 - Engineering Expertise in Civil Construction.
- Effective Member of the Fiscal Council - IBAPE-MG (Brazilian Institute of Engineering Assessments and Expertise of Minas Gerais State), Management Administration 2018/2020.
- Effective Member of the Fiscal Council - SESCON / MG (Union of Consultancy, Advisory, Expert, Information, Research and Accounting Firms in Minas Gerais State).
- Permanent member of the Commission of the Minas Gerais State Legislative Court of Members to edit the state Arbitration Law

EMPLOYMENT RECORD

SEBRAE – MG – 1998 a 2003

Post: Finance Director – Controller

Description of main duties:

- Direct leadership over 300 employees and indoor re-engineering, taking part of human source system implementation.
- Company member to follow-up Finance Market relationship,
- Annual finance forecast and cash flow by sector and Whole Company, at diary, monthly e tri-monthly basis.
- Implementation of the Management Controlling.
- Implementation of the Budget as a management tool.
- Tax Planning and debts management.
- Implementation of the integrated and biological management of the company sectors to implement the matrix budget controlling.
- Establishing of commercial discount policy and receivables on hand collecting procedures.
- Searching and raising of market resources at best prices inside the national framework and with international agents like IFC – BIRD.

AGROPASTORIL CARDOSO GUIMARÃES Ltda. - 1994 a 1998

- Conception till start-up of agribusiness project involving around US\$ 2 MM,
- Before start-up phase: "draft project" including construction, machinery and equipment dimensioning, project to the local environment legal department (FEAM/MG and IEF/MG), required "funds" structuring based on owner's sources, development agents (agribusiness credit line), banks and client invoices to be paid in advance.
- After start-up phase: production planning and controlling, financial administration of the current cash flow and the investments pay back, market and purchase strategic planning

AGRIMISA BANK – 1991 a 1993

- Special Transactions Director: Agribusiness Credit Line, Exchange, Special Credit with portfolio outstanding around US\$9MM;
- Branches management controlling goals and targets achievement, performance of credit approval committee, administrative tasks and of routines,
- Bank re-engineering aiming to fit it to market parameters (amount of employees per branch, amount of accounts per branch, percentage of administrative expenses compared with net sales, banking "spread") in order to become it a private company (at that time the bank was owned by Minas Gerais State Government)
- Tax Planning and interface with the Central Bank to inform the bank financial numbers and portfolio outstanding (liabilities map)

CITIBANK N.A. (National and International Deals) – 1985 a 1990

Post: Manager / Account Officer

- ⇒ Cement Sector Coordinator – Whole Brazil (deals with Corporate Groups like João Santos, Votorantim, Lafarge, Cauê and others to imports and exports), with credit approval survey around US\$100MM;
- ⇒ Belo Horizonte Branch Product Manager concerning to demand deposits, local workers Legal security fund (FGTS), Collections, suppliers bills payment and banking services.
- ⇒ Corporate Manager to big clients (ASAMAR Group, LIASA, CONSTRUTEL, SAMARCO, PRECON, COWAN) covering the whole credit and marketing relationship ("General Relationship Management").
- ⇒ Credit - officer (responsible by the credit analysis and proponing of the client's portfolio).
- ⇒ Marketing - officer (prepared with the skills to promote the sale of the 120 bank products gathered in 25 families).
- ⇒ Task - Force to promote the sale of the product named "Revenue Anticipation of future taxes" to the 30 biggest majorities inside the Minas Gerais State, arriving to a final goal around US\$ 7 MM.
- ⇒ Skills on Capital and Money Market:
 - Expert in financial transactions like:
 - a) Open - Market (ADM and SELIC)
 - b) Over - Night (ADM and SELIC).
 - c) Cost sale and profit/yield of cash market, financial instruments, exchange bills, mortgage papers, LTN, Debentures.
 - d) Investment Analisys, to:
 - national assets (time deposit certificate, stocks/shares, financial futures, funds, odd lot market.
 - "off-shore" (C-Bond, GLOBAL 09 A 040, "Soverign Risk" bills, private companies Triple A, A plus, Brazilians companies RDA at New York and Latibex)
 - Financial mathematic concepts to return on equity of projects, business and plants,
 - Expert in banking transactions like:
 - a) Receivables discounting (trade note)
 - b) Guarantee
 - c) Working capital in local currency with financial charges back or after dated
 - d) Transactions based on BACEN Normative # 63
 - e) Finame / BNDES
 - f) Consumer credit
 - h) Eximbank transactions
 - i) BNDES facilities
 - j) CC-5 remittance
 - k) Exchange

- l) Leasing (including the operational e Sale and lease - back).
 - Trade Finance (relationship transactions with MITSUI-GEVISA, NISHO-IWAY, MARUBENI, GEC-AUSTON)
 - General Funding Projects (“balanced blending of funds”) code-sharing of BNDES(using TJLP plus 4 a 8%), “commercial papers” of six months to maturity, IFC-BIRD (till 5%), “Private Equity” Long term invoicing discounting,
- q) Hedging

CENTRAL BANK – BACEN - Assistant of the Legal Clearance Manager - 1984

- Special Transactions portfolio Management (direct credit to consumer, real state loans, leasing), inside the legal clearance lawsuit of financial institution.
- Interface between Legal Clearance Manager of the BACEN and the other participants of the legal clearance law-suit (financial institution former board of directors, Federal Revenue and Taxes Secretary, Federal Government, Public Social Security Department - INSS, Federal Policy)
- BACEN rules and standards application upon the deals and assets of the financial institution insolvency.
- Management of the whole administrative process of closing the financial institution, involving human resources, layout, branches elimination, public offers in legal auction.

ECONOMISA BANK - 1980 a 1983

Post: General Manager to Profit Centers, involving resources of US\$30 MM;

- a) Follow-up of the resources application to credit, loans and investments through BDMG and Banco do Brasil funds.
- b) Fund raising at the National Bank for House Construction - BNH and National Development Bank – BNDES.
- c) Transactions including financial engineering to exchange leasing receivables by mortgage receivables from the Financial System for House Construction.

EXPERIENCES AS ENGINEER

- a) **FUNDIÇÃO TUPY** – 1978 (production, modeling, new products studies)
- b) **BELGO MINEIRA** – 1979 (steel plant, sintering plant, blast furnace)
- c) **USIMINAS** – 1977 (production planning and control)
- d) **AÇOMINAS** – 1980 (pricing, research to new markets, economic index applied to production)

INTERNATIONAL MISSIONS:

- **USA and ITALY**
 - Italian co-operative society, Microcredit, Social Enterprise Nursery for Entrepreneurial Increasing
- **ARGENTINE, URUGUAY and CHILE**
 - Relationship between Brazilian and Mercosul (Latin America Commercial Council) Markets, promoting deals which may achieve US\$ 8 MM;
- **NORTH AFRICA – EGYPT, MARROC, TUNISE and ARGELIA**
 - Business searching and the cultural aspect
- **ARABIC WORLD – SAUDI ARABIA, KUWAIT, UNITED ARABIC EMIRATES**
 - Exports evaluation and fixation of a local Brazilian store system
- **FRANCE**
 - International Mediation and Arbitrage / ICC – International Chamber of Commerce, study of an international and commercial conflict around US\$180 MM.
- **UNITED KINGDOM**
 - Bank, insurance, mortgage and social services analysis

COMPLEMENTAR ACTIVITIES:

- ASSOCIAÇÃO COMERCIAL DE MINAS (Minas Gerais State Chamber of Commerce)
 - President of the Small Business Council (1990 a 1996)
 - Member of the Finance and Stock Market Commission
- FIEMG (Industrial Federation of the Minas Gerais State)
 - Vice-President of the Small Industries Council (1993)
- Economic, Financial, Tax, Banking and of Engineering Areas Legal Expert to many Federal and State Jurisdiction.
- Director of the SPE/MG – Brazilian Society of Entrepreneurial Planing - Section MG (1991)
- Director of the AGEBAN – Directors and Managers of Banks Association of Minas Gerais State

- Indirect participation in the Banking Commission for Consulting and Finance Market Commission belonging to the Monetary National Council - CMN, by means the advising to a member of those commissions.
- MENDES JÚNIOR GROUP
 - Economic Adviser of the Chairmanship, to management of the legal discussing debts related with the Banco do Brasil complex of banking transactions, national (hot-money, production loans, ACC
 - Payment in advance of Exchange Contract performed and non-performed) and international (warranties, insurance, Memorandum of Understanding of Commercial Transaction) arriving to an amount around US\$ 320 MM;

COMPLEMENTAR COURSES:

- Financial Administration – Getúlio Vargas Foundation
- Account Officer Program – Latin America Training Center
- Trade Finance
- Selling Skills
- Credit Seminar
- Fund Raising / Third Sector/ Getúlio Vargas Foundation – SP
- Defense and Development by ADESG – Brazilian Army War Superior School Graduated Association
- PERT –Dom Cabral Foundation
- Face to Face

Professional Councils: CRC - Accountant Council of Minas Gerais State
 CRA - Business Administration Council of Minas Gerais State
 CREA – Engineering & Architecture Council of Minas Gerais State
 CORECON - Economy Council of Minas Gerais State
 OAB – Brazilian Council of Lawyers

Honorific Titles: - Santos Dumont Medal, Bronze Degree
 - Judging Member of the Second Justice Court of Belo Horizonte City

Sport Practice: - Tennis
 - Golf

Music Practice: - Piano
 - Guitar

Complementary Features:

1) ENGINEERING

- food supply / alimentation area
- chemistry area
- environmental area
- mines and metallurgy
- economic and financial imbalance of contracts

2) EVALUATIONS

- urban and rural properties
- rental renewal actions
- machines and equipments
- industrial plants and facilities
- masterpiece / artworks
- historical patrimony / equity
- natural resources

3) EVALUATION OF GEMS IN GENERAL

4) AUTOMATION & COMPUTERS

- computer system analysis
- automation products

- 5) SOCIAL SECURITY & ACTUARIAL
- 6) PAPILOSCOPY
- 5) TRADEMARKS & PATENTS
- 7) TRAFIC EXPERT WORKS AND LITIGATION
- 8) STOCK MARKET