

Mauricio Castro

Director of Technology, Projects, Automation, Innovation, and Digital Transformation

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Nationalities: Portuguese and Brazilian (full work documentation for Spain).

SUMMARY OF QUALIFICATIONS

- ✓ Since June 2023, I have been working in Spain, where I have fully adapted to the language and Spanish business culture, allowing me to perform effectively in the local work environment. With over 30 years of experience in technology and management consulting firms (EY, Deloitte, IBM, Accenture), I am an IT executive focused on value-driven proposals, capable of helping clients exceed their business objectives and influence their commercial behavior through diverse solutions, ranging from business strategy to technological capabilities.
- ✓ I have led Digital Transformations in major Brazilian companies across different industries, accumulating solid experience in Strategy, Technology, Industry Verticals, Processes, Program/Value Management, and People Leadership. I have expertise in transformation programs across key industries such as consumer goods, financial services, life sciences and healthcare, agribusiness, manufacturing, construction, energy, technology, media and telecommunications, automotive, aerospace, food and beverage, retail, and oil and gas.
- ✓ My key competencies include management consulting, managed services, technology consulting, digital strategy, digital transformation, financial transformation, value management office, program management, COE RPA implementation, custom application development, system implementation (ERP, CRM, billing, financial), system integration, business process management (BPM), artificial intelligence (AI), digital platforms and ecosystems, robotic process automation (RPA), cloud computing, advanced analytics, process/task mining, and end-to-end business processes (Order to Cash, Procure to Pay, Record to Report, Hire to Retire).

MAIN EXPERIENCES

2023-Jun – Present **HABBER TEC, Spain – Director – Technology**

- ✓ Led several digital transformation projects combined with artificial intelligence.
- ✓ Habber Tec received the award for Best Global Automation Partner for a BPM project carried out at CaixaBank, which I led.

2021-Jun – 2023-Feb **EY, Brazil – Partner – Financial Technology**

- ✓ Built almost from scratch, developed, and scaled the Financial Technology area (team: from 4 to 25 people), including team, vendors, skills, market positioning, sales, events, marketing, processes, and methodologies.
- ✓ Led over 10 digital financial transformation programs using disruptive technologies such as AI, RPA (low-code and no-code platforms), digital cloud platforms, advanced analytics, and financial solutions (consolidation, FP&A, account reconciliation, financial reporting).

2019-Oct – 2020-Oct **GRANT THORNTON, Brazil – Partner – Digital Transformation**

- ✓ Created from scratch, developed, and scaled the Digital Transformation area (team: 20 people), including team, vendors, skills, market positioning, sales, events, marketing, processes, and methodologies.
- ✓ Sold and led over 20 digital transformation programs using disruptive technologies such as AI, RPA, OCR, digital cloud platforms, Chatbot/VoiceBot, and Blockchain, achieving at least a 20% productivity increase following the digital transformation.

2014-Oct – 2019-Feb **DELOITTE CONSULTING, Brazil – Director – Technology**

- ✓ Created from scratch, developed, and scaled Intelligent Automation practices (RPA + AI), including team, vendors, skills, market positioning, sales, events, marketing, processes, and methodologies.
- ✓ Sold and led over 50 transformation and technology projects (team: 100+ people) from proof of concept to go-live and operations maintenance, including COE setup. Achieved at least a 25% productivity increase, with some clients exceeding 50%. Additionally, reduced errors by an average of 40% and improved agility by over 50%.
- ✓ Received an award in Oakland, USA, for one of Deloitte's top 5 most innovative global projects in RPA in 2018 (Unilever Eddie - AI-based automation of a logistics process).

2009-Sep – 2014-Oct **IBM, Brazil – Senior Manager – Technology**

- ✓ Created and developed project management competencies, including methodologies, best practices, training, certifications, and career coaching (50 managers).
- ✓ Sold and led over 20 technology and AMS programs (team: 100+ people): JDE, custom application development, and systems integration.

2002-Oct – 2007-Mar **INTERNET GROUP (IG), Brazil – Manager – Technology**

- ✓ Managed a team of over 30 people and vendors such as Accenture, IBM, CI&T, Microsig, and ADN.
- ✓ Led over 50 technology and AMS projects, including SAP, INFRANET (Oracle Billing Solution), custom application development, and systems integration.

1996-Nov – 2002-Oct **ACCENTURE, Brazil – Senior Consultant – Technical Leader**

- ✓ Led over 20 technology and AMS projects (team: 30+ people): SAP and custom application development.

EDUCATION

Inova Business School - Board Members with a focus on Innovation and Trends, 2022

MIT Management Sloan School - Artificial Intelligence: Implications for Business Strategy, 2019

YALE School of Management - Executive Education, Strategic Leadership, 2008

FDC - Fundação Dom Cabral - Extension Courses in General Management, 2006

FGV - Fundação Getulio Vargas - Master of Business Administration (MBA) CEAG, 1998

COPPEAD - UFRJ – Federal University of Rio de Janeiro - Postgraduate Degree in Industrial Production and Economic Engineering, 1994

UFRJ – Federal University of Rio de Janeiro - bachelor's degree in computer engineering, 1990

ADDITIONAL INFORMATION

Languages: Portuguese – Native | English – Fluent | Spanish – Advanced

Certifications: PMI/PMP; Senior Program Management (IBM); Board Members with a focus on Innovation and Trends (Inova Business School); LucaNet (Financial)

Associations: International Association of Artificial Intelligence, Association of Board Members with a focus on Innovation and Trends

Distance Learning and Online Courses Instructor: USP/ESALQ-MBA and Singularity University Brazil

Books authored: 1) Jornada VMO - Understanding how the evolution of the PMO enhances the value delivered to clients; 2) Artificial Intelligence - Understanding how AI can impact the job market and society.

Market exposure: Keynote speaker at major Brazilian technology and business events. Member of the Editorial Board of the magazine INTELLIGENT AUTOMATION.