

# GABRIEL PENTEADO

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## EDUCATION

- University of California, Berkeley** May 2023  
*Goldman School of Public Policy, Master of Development Practice (STEM)*
- Fundação Getúlio Vargas, São Paulo** June 2017  
*B.A., Public Administration with International Relations*

## RELEVANT EXPERIENCE

**The Nature Conservancy, São Paulo, SP** Aug 2018 – June 2021  
***Business and Investment Specialist***

- Responsible for financial model analysis, supporting evaluation and proposal of innovative business models and financial mechanisms for deforestation and conversion free supply chains in Brazil, Argentina, and Paraguay;
- Coordinated of multidisciplinary task force to develop an Environmental Framework for Lending and Investing in Soy in the Cerrado;
- Represented the Nature Conservancy on multi-stakeholder platforms;
- Communicated with general audience research findings and other topics;
- Successfully engaged over 100 knowledgeable individuals from over 40 different organizations related to soy production in the Cerrado biome.
- Presented in multi-stakeholder platforms and bilateral meetings research findings and other topics;
- Provided administrative support to formalize the working group for Degraded Pastureland, becoming TNC's official representative.

### ***Development Coordinator***

- Responsible for fundraising activities in Latin American, including stakeholder mapping, submitted applications to several public and private grants, established and maintained relations with donors, and managed TNC's internal system;
- Collaborated with colleagues in the conservation, administrative and development arena to write and submit proposals.
- Successfully mapped different sectors in Latin America, identifying over 100 companies and potential partners related to conservation work.

**Clube Paulista de Handebol, São Paulo, SP** Aug 2017 - Aug 2018  
***Manager***

- Managed the organization, including supervising staff, establishing partnerships and fundraising from different sources;
- Represented the institution in club unions, federations, and national confederation.
- Raised over BRL 110,000.00 (approximately USD 20,000) and restructured the club's by-laws to unlock tax exemption fundraising for over BRL 600,000.00 (approximately USD 110,000);

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- Offered after-school sports activities to over 50 children from different social backgrounds, having collective sports as a platform for social change.

## **OTHER EXPERIENCE**

**Aoka Labs, São Paulo**

**Feb 2016 – Oct 2016**

*Intern*

- Successful delivery of five projects in 10 months with different audiences at various organizations sizes and cultures.

**Fundação Getúlio Vargas, São Paulo**

**Feb 2016 – Oct 2016**

*Bachelor's Thesis*

- "New politics in São Paulo: representation and renewal at the city council." Awarded 9.5 out of 10 and with an event to share conclusions with elected congressmen and congresswomen with over 200 viewers.

*Researcher*

- Scientific research fellowship for football governance in Brazil and policy recommendations.

## **SKILLS**

*Languages:* Native in Portuguese, Intermediate Spanish

*Technical:* basic R programming, basic GIS, intermediate Kumu