

PEDRO LEMOS, CFA

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EDUCATION

University of Virginia Darden School of Business **Charlottesville, VA**

Candidate for M.B.A. with specialization in Management Science (STEM degree), May 2019

- Awarded Sydney F. Small Memorial Fellowship – Full tuition scholarship
- 1st place in the Darden Private Equity Competition
- 2nd place in the Wharton Latin America Private Equity Competition
- GMAT: 760

Universidade Estadual de Campinas

Campinas, Brazil

Bachelor of Mechanical Engineering, July 2014

- Class rank: 9th out of 154

Australian National University

Canberra, Australia

Full-Year Study Abroad Program, July 2013

EXPERIENCE

2019-Present

McKinsey & Company

Denver, CO

Associate

- Identified ~\$200M in revenue synergies in a pre-deal diligence for a chemicals company
- Coached clients in a Mid-Western bank with \$20B in assets to successfully implement a reduction in credit approval times from ~11 to 3 days
- Built complex financials models for telecom, high-tech and financial services companies to identify levers of enterprise value generation
- Conducted strategic diligence on several private investments, across payments, telecom, PPE and healthcare to drive high-stakes investment decisions (deals in excess of hundreds of millions of US\$)

Fall 2018

Cerberus Capital Management

Tbilisi, Georgia

MBA Intern

- Conducted initial investment diligence processes for deals in telecom, transportation and banking

2014-2017

Itaú Unibanco Group

São Paulo, Brazil

Commercial Associate, Corporate Sales – Asset Management (2015-2017)

- Monetized relationships with 50+ large corporations and prospected new clients. Contacts in client companies were often CFOs and Treasurers
- Managed P&L of key accounts generating revenues of ≈ BRL 8 MM and representing ≈ BRL 3 BN of assets under management – exceeded financial target of 20% increase in annual revenues
- Renegotiated fees by 150% with a leading Brazilian utilities firm, amidst a recession in the country
- Led a cross-functional team of 5 people to tailor asset management products for the leader company in the Brazilian copper industry

Generalist Analyst, Itaú BBA – Corporate & Investment Banking (2014-2015)

- Accepted into the most competitive trainee program in the Brazilian financial market (0,6% acceptance rate)
- Demonstrated entrepreneurial drive to successfully engage with four different core areas of the bank: (i) *Credit Analysis*, (ii) *Sales Trading*, (iii) *Treasury Department*, and (iv) *Relationship Management*

2011

Voith Hydro

Heidenheim, Germany

Full-time Mechanical Engineering Intern

ADDITIONAL QUALIFICATIONS

- **Languages:** Proficient in *English, Portuguese* and *German*, Intermediate in *Spanish* and *French*
- **Certifications:** CFA Charterholder
- **Community Engagement:** Teacher for a 40-student class at a prep course for low-income students (Brazil), Led youth study groups in the Seventh-Day Adventist Church (both in Brazil and Australia)
- **Interests:** Passionate about rock climbing, running, cycling, plant-based nutrition, music, songwriting, poetry, literature, backpacking and road trips (23 countries and counting)