

Otávio Hermont Cançado

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Education

MBA in People Leadership, Fundação Dom Cabral (SP), 2015-2016

MBA in Economics, Administration and Accounting, FEA - USP (SP), 2000-2002

Bachelor's Degree in International Relations, UnB - Universidade de Brasília (DF), 1997-2000

Language

English fluent

Spanish intermediate

Portuguese native

Professional Experience

DE LASSUS AGRIBUSINESS & CONSULTING BOUTIQUE | São Paulo, SP

Institutional relations consultancy specialized in Brazilian agribusiness

Founding Partner (since Jun/2020)

- Responsible for a team of 2 employees
- Expertise in government and institutional issues
- Strategy for positioning corporate and government affairs functions in the business environment:
- Commercial, marketing, tax, Supply Chain, Legal, Corporate Communication, Corporate Social Responsibility, Stakeholders and Risk Management, among others
- Assistance to the business areas and internal customer quality, leveraging a variety of shared objectives
- Ensuring that the government and institutional areas are in place, allowing the company to do business with less interference and less impact from the public and private sectors, as well as NGOs
- Management of areas and issues affecting the external business environment of companies

Relevant Projects

- *Communication with the community and public spheres, such as the Executive and Legislative Powers, NGOs, and associations*
- *Creation of marketing action plans and relationship strategies*
- *Identification of partnership opportunities*
- *Crisis management, monitoring, and analysis of actions*
- *Negotiation of interest and exchange of information*
- *Support in the construction of communication channels*
- *Identification of political and economic decisions that affect the company's interests and suggestions for negotiations*

JBS | São Paulo, SP

A Brazilian multinational, recognized as one of the global leaders in the food industry

Institutional Relations Director (Jul/2019 to Jun/2020 - 1 year)

- Reporting to the President of South America, and responsible for a team of 3 employees
- Restructuring of the Institutional Affairs Department
- Implementation of the new organizational structure based on the new reality and reputation of the sectors
- Development and leadership of the government relationship strategy
- Coordination of execution between business, ensuring broad relationship leverage
- Performance in partnership with Supply Chain, Tax, Law, Regulation, Sales and Marketing
- Management of state and municipal Stakeholders in priority locations in RS, SC, PR, SP, GO, PA, MS, MT, MA, TO, PI, and BA, supporting the business needs and strategic objectives of the company

Relevant Projects

- *Restructuring of the Institutional Affairs Department*
- *Progress in discussions on tax issues within the scope of the São Paulo State Government*
- *Support and guidance with the Seara team, in the regularization of its production units*
- *Qualification of production units: Seara and Friboi for export to several countries, notably China*

Results

- Return of approximately R\$20 million in the regularization of Seara units
- Return of more than R\$ 1 billion, about tax issues

BAYER DO BRASIL | São Paulo, SP

A global organization with core competencies in health and agriculture areas

Leader of Government and International Affairs (Aug2018 to Jun/2019 - 11 months)

- Reporting to the Director of Corporate Affairs for South America, and responsible for a team of 4 employees
- Development and implementation of a proactive "Government Affairs" (GA) strategy
- Cross-functional support to advance policy results that support business objectives
- Leadership coordination with local teams in solving the daily needs of matters that require a governmental approach
- Development and leadership of the government relationship strategy
- Coordination and execution between business, ensuring broad relationship leverage
- Constitution of the relationship in the succession of demands
- Identification, construction, and sustainability of coalitions and strategic relations with the government, industrial groups, and others, adequately influencing the company's strategic results
- Performance in partnership with "Supply Chain", Tax, Law, Regulation, Sales, and Marketing
- Strategic support of GA's broader relationship plan
- Managing the reach of state and municipal stakeholders in priority locations in MS, MT, MA, TO, PI and BA, supporting business needs and political objectives

Relevant Projects

- *Coordination of the Brazilian FTO Group – Freedom to Operate, which led to the approval of INTACTA RR2 soy technology*
- *Approval of the second generation of the new Soy Biotechnology Platform by the Chinese Government*
- *Technology to be launched in Brazil, Argentina, Paraguay, and Uruguay on a commercial scale*

Results

- *Approval of the launch of biotechnologies benefiting Brazil and other South American countries*
- *Access to new tools, making them more competitive in the international market and producing more with less*
- Return of more than R\$ 5 billion about technology approvals in the United States, Brazil, Argentina, Paraguay, and Uruguay

MONSANTO DO BRASIL | São Paulo, SP

A multinational agriculture and biotechnology company owned by Bayer

Leader of Government and International Affairs (Feb/2016 to Aug/2018 - 2 years and 7 months)

Relevant Projects

- *Approval of the 'Soja Intacta' technology in China*
- *The first technology made for Brazil and produced in Brazil for Brazilian producers*

Results

- *Above and Beyond Certificate for Brazil Intacta Soybean Technology Approval in China (The highest global recognition award granted by Monsanto Company)*
- *Monsanto, May 2013. (Monsanto Co. Global Award)*

Member of the International Leadership for Global Affairs (IGALT) (Nov/2014 to Jun/2019 - 4 years and 8 months)

- Reporting to the Global Vice President for International Government Affairs
- Interface, alignment, and structuring of company actions on a global level

Relevant Projects

- *Approval of 12 new transgenic technologies in a single day in the European Union*
- *Project for the EU to maintain regulation and authorization for the import of transgenic products into the European bloc*
- *Approval project for the export of XTend soy technology to China – International Government Team leadership*
- *Approval of renewal for the use of Glyphosate in the European Union*

Results

- *Reggie Awards - TWELVE GM Crop Authorizations in ONE Day – Monsanto, Nov 2015; and (Monsanto Co. Global Regulatory Affairs Award)*
- *Reggie Awards - Defeating the EU Opt-Out Proposal – Monsanto, Nov 2015; (Monsanto Co. Global Regulatory Affairs Award)*

- Reggie Awards – Certificate for USA Xtend Soybean Technology Approval in China – Monsanto, Nov 2016; (Monsanto Co. Global Regulatory Affairs Award)
- Reggie Awards – Glyphosate License Renewal at the European Union – Monsanto, Dec 2017; (Monsanto Co. Global Regulatory Affairs Award)

Government and International Relations Manager (Nov/2014 to Feb/2016 - 1 year and 4 months)

- Reporting to the Director of Corporate Affairs for South America
- Strategic and relationship management with industrial associations and approval, renewal, and adoption of its technologies in foreign markets, such as China, EU, and the USA
- Construction and management of strategic relations with the agencies of the Federal Executive Branch for this purpose

Relevant Projects

- Project leadership to obtain support from stakeholders in the public and private sector and class entities
- Support to guarantee the capture of value (Royalties) of the projects offered by Monsanto: transgenic seeds of soy, corn, cotton, and glyphosate

Results

- Royalties were maintained, ensuring a return on investment (ROI)
- Bringing stakeholders and production chains closer together
- New technologies being developed for the Brazilian farmer

Industry Relations Manager (Jun/2012 to Nov/2014 - 2 years and 6 months)

- Reporting to the Executive Manager of Government Relations
- Management of institutional relations with the entire productive value chain
- Implementation of strategies, supporting the penetration of Monsanto products in the market
- Relationship between the main players in the agricultural sector, to differentiate the benefits of our technologies and ensure fair value capture
- The strategic relationship between the main opinion makers in the value chain, supporting the acceptance of biotechnology and the freedom to operate products and technologies

Relevant Projects

- *Monsanto's representative among organizations related to international business, its freedom to operate abroad and synchronicity and international biotechnology approvals*
- *Coordination of the Brazilian FTO Group (Freedom to Operate) that led the intact RR2 Pro-nova approval of the Soy Biotechnology Platform by the Chinese Government, which allowed this technology to be launched in Brazil, Argentina, Paraguay, and Uruguay on a commercial scale*

MINISTÉRIO DA AGRICULTURA, PECUÁRIA E ABASTECIMENTO | Brasília, DF

Management of public policies to encourage agriculture, foster agribusiness, and regulate and standardize services

Director of the Dept. of Sanitary and Phytosanitary Negotiation - DNSF (Jan/2010 to Feb/2011 - 1 year and 2 months)

- Reporting to the Minister of State for Agriculture, Livestock and Supply and the Secretary of International Relations for Agribusiness, and responsible for a team of 20 employees

Relevant Projects

- *Defense of agribusiness production chains in general*

Results

- Opening and maintaining numerous consumer markets for animal proteins exported by Brazil
- Opening and market for plant products from Brazilian producers

ABIEC | São Paulo, SP

Brazilian Association of Meat Exporting Industries

President and Executive Director of the Association (Aug/2008 to Sep/2010 - 2 years and 2 months)

- Reporting to the Board, and responsible for a team of 10 employees

Relevant Projects

- *Implementation of a new organizational structure based on the productive sectors and the new economic reality*
- *Renewal of the agreement with APEX-Brazil in the amount of R\$ 5 million*
- *Promotion of international trade in Brazilian beef*
- *Decisive performance in the tax exemption of beef sold on the domestic market*
- *Generation of approximately R\$ 400 million per year in savings for the sector*

Results

- Presumed credit – 50% exemption for export operations sectors
- Savings, accumulation, and compensation of federal tax credits (PIS/COFINS) of up to R\$ 416 million per year

ABRAPA | Brasília, DF

Brazilian Association of Cotton Producers and Exporters

Executive Director (Jan/2008 to Aug/2008 - 8 months)

ABIEC | São Paulo, SP

Brazilian Association of Meat Exporting Industries

Special Advisor to the President of the Association (Jan/2004 to Aug/2008 - 4 years and 8 months)

CÂMARA DOS DEPUTADOS - COMISSÃO DE AGRICULTURA - CONGRESSO NACIONAL | Brasília, DF

Responsible for the legislative process that includes the preparation, analysis, and voting of various types of legislative proposals

Advisor to the President of the Agriculture Commission of the Chamber of Deputies (Feb/2003 to Jan/2004 - 1 year)

MINISTÉRIO DA AGRICULTURA, PECUÁRIA E ABASTECIMENTO | Brasília, DF

Management of public policies to encourage agriculture, foster agribusiness, and regulate and standardize services

Advisor (Apr/1998 to Jan/2003 - 4 years and 10 months)

EMBAIXADA DO BRASIL EM MADRI | Madrid, Spain

Main Brazilian diplomatic mission in Spain

Trainee (Nov/1997 to Mar/1998 - 5 months)