



## Iván Cisneros



### Education

- PhD. in Petrochemistry, Heterogeneous Catalysis, Université de Poitiers - FR, 1999.
- MSc. in Science, Petrochemistry, Université de Poitiers - FR, 1996.
- BS in Chemical Engineering, UNICAMP - SP, 1988.

### Specialties

- Career in Production Engineering, Process, Project Management, Quality, Environment and R&D in many industrial sectors such as: food, chemical, pharmaceutical, petrochemical and mining;
- Experience in Managing multi-functional teams, supervising up to 600 employees in different areas: project engineering, quality, R&D and Mining/Production/Maintenance;
- Managing activities and teams on factory floor, adopting effective and low-cost solutions;
- In charge of the Operational Processes Control, through the definitions and supervision of Key Indicators, focus on maximizing operational efficiency and quality, reducing production costs;
- Development of the Strategic Planning with the Sales/Marketing and Financial departments;
- Management of the development of new products and alternative raw materials according to market tendencies and clients demands, focusing on optimizing and modernization of the production process;
- Commercial/Technical trips to the US, Canada, South America, Europe, Japan and China to assist clients, prospect new markets, visit customers, equipment suppliers, research centers, prospect/acquire new technologies and establish partnerships;

### Languages

- Native Portuguese
- Inglês, Francês e Espanhol, fluentes.

### Courses

- Franco-Portugais Catalyse Bifonctionelle – Applications en Raffinage, Petrochimie et Chimie Fine”, Université de Poitiers/FR;
- “Challenges in Hydrocarbon Chemistry for the 21st. Century”, Université de Poitiers/FR;
- “Southern Hemisphere Meeting in Mineral Technology”, Rio de Janeiro/RJ - Brazil;
- “203rd Meeting of The Electrochemical Society”, Paris/FR;
- “The 1st International Conference on Carbon for energy storage and environment protection CESEP’05”, Orléans/França: “Brazilian Natural Graphite as a precursor of high porosity expanded graphite for heavy oil adsorption”;
- “13th International Symposium on Intercalation Compounds”, Clermont-Ferrand/França: “Properties of H<sub>2</sub>SO<sub>4</sub>-GICS produced from Brazilian Natural Crystalline Graphite”;
- “Carbon 2004: An International Conference on Carbon”, Brown University, Providence, Rhode Island/EUA: “Properties of expanded graphite produced from Brazilian natural crystalline graphite” – Poster.



## Professional Experience

### **2014 – Present: MiningMath Associates – Belo Horizonte/MG - Brazil**

- Sênior Consultant Engineer

### **2006 – Present: Ambiental Consultoria e Engenharia de Processos Ltda - Belo Horizonte/MG - Brazil**

- Director/Owner

## MAIN CUSTOMERS

### **2011 – 2012: Sibelco – São Paulo/SP - Brazil**

#### Technical Consultant

- Consulting Technical / commercial evaluation of mining for incorporation to the group;
- Study of reserves, mines, production process and production facilities and laboratories for analysis.

### **2009 – 2011: Nacional de Grafite Ltda – Itapecerica/MG e São Paulo/SP - Brazil**

#### Commercial and Technical Responsible

- Analysis, diagnosis and resolution with technical and financial difficulties in the Operations/Technical and Commercial areas.

#### Main results obtained:

- Increase of 24% in revenues compared with the best year of the past 10 years, equivalent to a rise of 7,6% in volume of sales;
- Reverted loss of -10% to positive 12% in net profits, in a short period of nine months;
- Defined investments for the plant expansion, aiming to have new products of high value added with new technologies involved;
- Obtained international commercial and investment partners for these new products, with long term contract of minimum of five years.

### **2006 – 2009: SGS GEOSOL Laboratórios Ltda – Belo Horizonte/MG - Brazil**

#### Environment Division Manager: reporting to the Director-President

- In charge of strategic, commercial and operational planning; budget and cost control for the division;
- Responsible for increasing the services offered, diversifying the company focus, implemented Hydrobiologic, Air quality sampling and carbon compensation analysis;
- Started the Environmental Consulting business, EIA/RIMA implementation;
- ISO 17,025 implementation;
- In charge of managing the new company site construction (10.000 m<sup>2</sup>) and all the moving process, from its furniture to its laboratory infrastructure;
- Optimization of the company's new infrastructure, focus on improving clients demands and maximizing Efficiency;

### **2000 – 2005: Nacional de Grafite, Itapecerica/MG - Brazil**

#### General Technical Manager

- Managing 600 professionals, in Quality Control, three Production/Mining Plants, Engineering, Research and Process Development areas;
- Technical support and negotiate specifications with to foreign customers, establishing a flexible production process;
- Participation in technical and commercial negotiations with managers and senior management in Brazil and abroad;
- Contacts with research and technological centers and universities to establish partnership, with co-development technologies or licensing patents;
- Management the expansion projects of two production plants in 40% and 100% of their capacities, U\$ 3,5Mi forecast;
- Optimizing chemical purification process and consequently reducing load for discharge treatment station, cutting production cost by US\$ 250,000/year.



- Exchange filtration system reducing the moisture in 24%, cutting energy costs in U\$ 140.000 /year;
- Water dam project and construction, and system pump management, cutting energy costs in U\$ 160.000/year;

***1996 – 1999: UNIVERSITÉ DE POITIERS/IFP – INSTITUT FRANÇAIS DU PETROLE, Poitiers/FR***

**Researcher**

- Doctorate in Heterogeneous Catalysis, with scientific research in the petroleum refining area, involving the hydrocracking process;
- Automating equipment in hydrocracking pilot unit, computerizing on-line chromatography gas analysis system;
- Main techniques used in company: mass spectroscopy, HPLC gas chromatography, on-line chromatography gas analysis piloted by computer, and high-pressure pilot reactors;
- Developing Intranet to automate equipment in pilot scale;
- Preparing theses and defense, training and co-mentoring master's student responsible for research.

***1991 – 1995: DOW ELANCO – ELI LILLY, Cosmópolis/SP - Brazil***

- (1994 # 1995) Supervising Industrial Waste Incineration Unit (9,000 tons/year), involving discharge treatment, biological treatment and utilities;
- (1991 # 1994) Production Supervisor responsible for the finished product synthesis and formulation areas, reducing discharge production by 30%, expanding plant capacity by 25%, implementing CEP and optimizing process operations sequence in group with 15 reactors operating simultaneously.

***1988 – 1989: LEINER DAVIS GELATINE***

**Process engineer and production coordinator**