

LUCAS GIANNINI MENDONÇA ABREU

Education

Stanford University Graduate School of Business and Graduate School of Education Stanford, CA
Master of Business Administration and Master of Arts in Education Candidate 2016 – 2018

- Lemann fellow and Fundação Estudar scholar (one of 26 selected out of 40k candidates)

Universidade de São Paulo São Paulo/Brazil
Bachelor of Science in Economics 2008 – 2012

- Luiz Bueno, Tendências, and CORECON-SP awards for best student in graduating class (out of 100+)
- CNPQ (Brazilian Scientific Council) research fellow to examine effects of inflation on inequality
- Leadership of microfinance initiative for the City of São Paulo; awarded best social project of the year

Universidad Autónoma de Madrid Madrid/Spain
Academic Exchange Program in Economics 2011

- Banco Santander full scholar

Sciences Po Paris Paris/France
Academic Exchange Program in Economics and Public Policy 2010

Experience

The Boston Consulting Group São Paulo/Brazil
Senior Associate 2015 – 2016

- Facilitated 15+ workshops with leadership team from Brazil's most premium healthcare services provider; helped design more effective and leaner organization, reducing 10% in payroll costs
- Performed due diligence of an acquisition target for a global animal feed player, leading 1 consultant

Associate 2013 – 2014

- Constructed valuation model used in negotiations between Brazil's largest loyalty program and retailers; worked closely with client's CEO and CFO, identifying synergies of over US\$ 50M
- Developed new operating model for well services division of a Brazilian oil company; recommended 10+ opportunities with US\$ 150M in savings; collaborated with 15+ managers to create action plans
- Designed tracking methodology and oversaw implementation of a US\$ 5B investment optimization program for a Brazilian oil company, managed team of 3 analysts, exceeding 1st year target by 10%
- Built mentoring program for 20+ consultants and 15+ entrepreneurs from Yunus Social Business

Instituto Natura São Paulo/Brazil

Leading education nonprofit organization in Brazil

Consultant – BCG secondee (leave of absence for high-performing consultants) 2015

- Selected to be sole employee responsible to launch the multi-stakeholder Innovation Center for Brazilian Education, in cooperation with the Ministry of Education, Lemann Foundation, and others
- Led board meetings with CEOs and public officials; created 5 initiatives with 20+ staff from partners; managed pre-launch budget of US\$ 0.4M; supervised 3 researchers; supported fundraising US\$ 1.5M

Additional

- Fluent in Portuguese, English, and Spanish; conversational in French
- Intern at Goldman Sachs (Brazil) and Google (Brazil and Poland)
- Youngest elected district representative (50+ candidates, 5k votes) for a 2014-2015 mandate at São Paulo's Participatory Council of Pinheiros, supervising public policies for 300k residents
- Coach for low-income freshmen at Instituto Semear and young public servants at Vetor Brasil
- Coordinator of 30+ teachers to offer free tutoring for 500+ low-income K-12 students at Crea+ Brasil