

RENATA CHILVARQUER CITRON
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PROFESSIONAL EXPERIENCE

SOMOS EDUCAÇÃO

Education Summer Intern

São Paulo, Brazil
June 2016 – August 2016

- Developed a Teacher Education Program for middle school teachers. The program was focused on designing teaching units with a *backward design framework*, leveraging student's learning goals, and practical discussions on classroom observations.

ENDEAVOR

Entrepreneurship Education Director

São Paulo, Brazil
Oct 2012 – Apr 2016

- Developed scalable education business models that impacts over 3 million unique visitors per year and over 100 thousand entrepreneurs with online content and over 50 universities in Brazil and over 20,000 university students with education products.
- Led directly over 15 people and was responsible for the long term planning, fundraising and sustainability of this unit that represented 30% of the organization's budget.
- Developed a variety of educational programs for entrepreneurs with renowned international universities like Stanford, Harvard, and Babson College.

ASHOKA

Outreach Manager

Washington DC, USA
Sept 2011 – Oct 2012

- Developed 3 year Strategic Planning and annual operational plan;
- Developed fundraising strategies to enhance the organization's sustainability, including identifying key funders/ partners, defining engagement plans and preparing proposals;
- Developed Media and PR Plans to cultivate mavens for the organization and enhance its public exposure.

ENDEAVOR

Entrepreneurship Education Manager

São Paulo, Brazil
Jan 2010 – Aug 2011

- Developed a new social business within entrepreneurship education by defining products, pricing strategies and marketing them to targeted potential partners.
- Developed a complete content platform for universities willing to create their own entrepreneurship courses.
- Organized a National Award and a National Conference with Stanford University to promote entrepreneurship education in Brazil.
- Represented Endeavor at a variety of international/ national meetings including the United Nations Conference for Trade and Development and World Economic Forum's Meeting for Entrepreneurship Education.

Entrepreneur Services Intern

Jun 2008 – Dec 2009

- Managed a European Union funded project to enhance Brazilian small and medium companies' capabilities to export.
- Supported Latin American entrepreneurs entering Brazilian market by helping them understand the market landscape and potential legal obstacles.
- Developed a Financial and Juridical Structuring Project for Entrepreneurs in order to improve their financial management and corporate governance.

PROCTER & GAMBLE

Consumer Management Knowledge Intern

São Paulo, Brazil
Mar 2008 – Jun 2008

- Supported the Market Intelligence team to increase stores' sales of Grupo Pão de Açúcar (#1 retailer in Brazil).

CENTRO PELA JUSTIÇA INTERNACIONAL

Law Summer Intern

Rio de Janeiro, Brazil
Dec 2007- Jan 2008

- Helped devise petitions on human rights violations presented to the Inter-American Human Rights Commission.

GISELE WAITMAN ADVOGADOS

Law Intern

São Paulo, Brazil
Aug 2007 – Nov 2007

- Supported attorneys working on Tax, Civil and Labor Law cases.

AIIESEC in Fundação Getulio Vargas

Corporate Relations Director

São Paulo, Brazil
Jan 2006 – Dec 2006

- Account manager for Key Partnerships of AIIESEC Getulio Vargas
- Responsible for developing traineeship programs for foreign students in Brazilian companies
- Managed a Sales team of 10 people

EDUCATION

STANFORD

Master in Education (Learning Design and Technology)

EdClub co-president (joint effort between the Graduate School of Business and the Graduate School of Education)

Stanford, CA, USA
September 2016 - present

INSPER

Leadership Development Executive Program

São Paulo, Brazil
July 2015

ENDEAVOR INNOVATION PROGRAM

Innovation Management Program

Program developed by Endeavor Brazil and supported by the Brazilian Government Innovation Agency (FINEP), focused on Innovation Management for entrepreneurs. Comprised by 5 modules, 3 with specialists in Brazil, one with Clayton Christiansen (Harvard) in Boston and one at Stanford.

São Paulo, Boston and Palo Alto
Jan 2013- July 2013

ATLAS CORPS FELLOWSHIP

Nonprofit Management Fellowship

Washington DC, USA
Sept 2011- August 2012

FUNDAÇÃO GETULIO VARGAS, EAESP

Bachelor of Business Administration

Graduated with Distinction; Ranked in the top 5% of the class

São Paulo, SP
2005- 2009

UNIVERSIDADE DE SÃO PAULO, Law School

Bachelor of Law

São Paulo, SP
2005- 2009

OTHER QUALIFICATIONS

- Languages: Portuguese (native speaker), English (fluent), Spanish (fluent).
- Computer skills: Advanced knowledge of Microsoft Office applications, Internet and social media.
- Entrepreneurship: Actively supported the management and professionalization of own family's business.
- International Experience: Worked in Washington DC, studied in Australia and traveled to over 30 countries across LatAm, Europe and Oceania.